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**Margarin Institute Convention** *Reported in This Issue*

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THE

# NATIONAL PROVISIONER

CHICAGO AND NEW YORK

[Trade Mark Registered U. S. Patent Office.]

JULY 9, 1921

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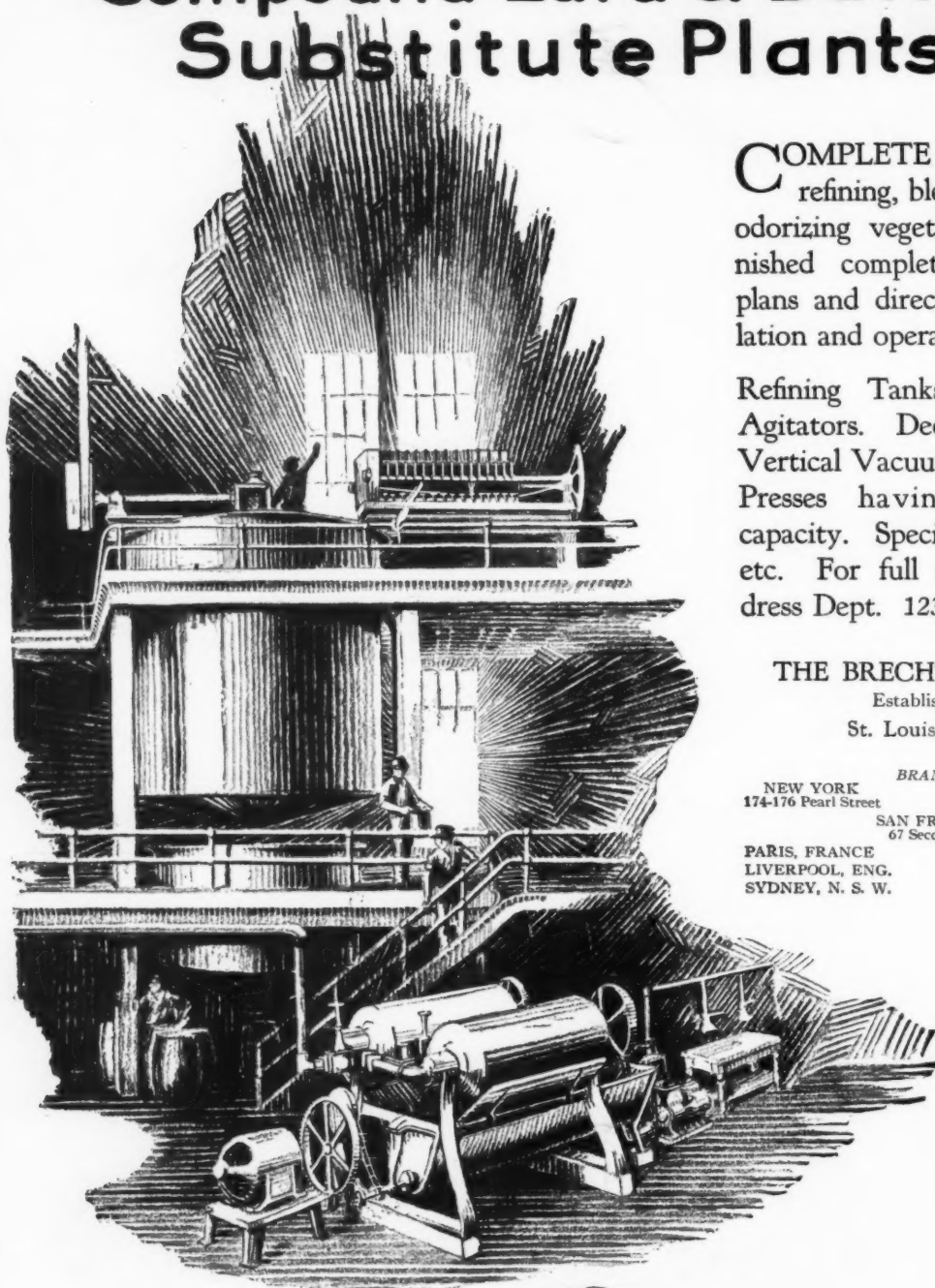
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# THE NATIONAL PROVISIONER

[Trade Mark Registered U. S. Patent Office.]

OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION

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## MARGARIN INTERESTS LINE UP

### Public to Know the Product on its Merits

The margarin industry has organized, put its house in order, and now proposes to go before the public with all the facts about its product. It was the unanimous sentiment of margarin interests of the United States, as represented at the second annual convention of the Institute of Independent Margarin Manufacturers last week, that margarin can be sold strictly on its merits as a clean, wholesome healthful food product, and that it does not need to fear the test of comparison with butter. In fact, such comparison truthfully made and widely heralded would react disastrously upon the standing of margarin's competitor.

The second annual meeting of the Margarin Institute, held at Atlantic City, N. J., on June 30 and July 1, showed what organization and intelligent work can do, even in its beginnings. The showing was so encouraging that the industry now contemplates a broad campaign of education of the consuming public, and many constructive plans for the benefit of the industry on its manufacturing and commercial side through the workings of the organization.

The convention was marked by a crystallizing of sentiment for a united campaign against the slanderous propaganda of the dairy interests, especially in the promotion of the vitamine theory as a bogie to frighten consumers away from margarin as a food product.

#### Butter Is Not Clean.

That butter interests cannot go into such a fight with clean hands was indicated by the declaration of E. P. Kelly of Columbus, O., president-elect of the Institute, that 95 per cent of the butter now being sold in the United States is made from rancid cream neutralized with lime water. Coupled with this was the statement of retiring President George T. Moxley of Chicago that the latest official list of the U. S. Department of Agriculture showed but 43 creameries out of the tens of thousands in the United States from which margarin manufacturers are permitted to purchase their butter to mix with the manufactured product.

"Only 43 creameries in the entire country meet the government's standards which permit us to buy from them," he said, "but the remaining thousands of creameries are permitted to sell their uninspected product, no matter what it may be, to the unsuspecting public. The manu-

facture of margarin is so rigidly supervised by the government that we are not even permitted to use lime as a disinfectant on the floor, while the centralized creameries are permitted to use lime to disinfect the cream from which they make butter for your table."

#### Vitamine Claims Exploded.

The vitamine theory was also enlisted in support of the margarin manufacturers when Dr. W. D. Richardson, chief chemist for Swift & Co., declared that milk and butter were not absolutely necessary for the growth of a child after the weaning period and pointed out that, aside from man, every other member of the animal kingdom dispenses with milk after the weaning of the young. Dr. Richardson, who had given 12 years' close study to the subject, declared that cottonseed oil, for instance, contained one-fifth more vitamines than milk. He also attacked the milk and butter industry as uneconomic, insisting that it was the most extravagant large industry in the country because of the wastage.

#### Officers for the Year.

The convention elected the following officers for the ensuing year:

President—E. P. Kelly, Capital City Dairy Co., Columbus, O.

First Vice President—B. S. Pearsall, B. S. Pearsall Butter Co., Elgin, Ill.

Second Vice President—Henry H. Kamsler, Armour & Company, Chicago, Ill.

Secretary—Dr. J. S. Abbott, Washington, D. C.

Recording Secretary—Howard Beatty, Glidden Nut Butter Co., Chicago, Ill.

Treasurer—E. A. Stevenson, E. A. Stevenson & Co., New York City.

Executive Committee—B. S. Pearsall, Elgin, Ill.; Howard Beatty, Chicago; W. C. Potter, Swift & Co., Chicago; James A. Flagg, Jamaica Plain, Mass., and George T. Moxley, Chicago.

The convention created a committee to consider an educational and publicity campaign of a permanent character, which, after its appointment by the new president, will consider plans for a campaign. A committee on standards will also be established, which will take up the matter of grades of product and other standards in manufacture as well as standards in operation.

The committee on shipping packages reported and the convention adopted as a standard of packages the 10, 30, 48 and 60 pounds cases. The committee on trade slogan reported many suggestions and was authorized to continue the work and take a mail vote on slogans to be adopted.

Among many resolutions adopted were the following:

"Resolved, That the Institute endorse the sentiments expressed by the various speakers, that margarin, as a product of merit, need not depend on its ability to substitute for any other article, and that it can and should be advertised and sold for exactly what it is, a pure, wholesome and nutritious article of food.

"Resolved, That the Institute adopt the old maxim that 'in union there is strength' and that it urge its members to work for the best interests of margarin as a product and not permit this object to be in any part defeated by allowing any collateral issues to be raised within the industry."

#### Program of Great Value.

The convention program of two days included papers and addresses on vital and interesting subjects. The majority of these were so interesting and important they will be reproduced in full in later issues of THE NATIONAL PROVISIONER.

B. S. Pearsall of Elgin, Ill., in an address on "Margarin as Margarin," said the time has come to tell the story of margarin to the public as it should be told. Margarin should be considered on its own merits and not as a substitute for anything. "We have been too busy selling our own product each in his own way," said he, "without regard to the value of co-operation with each other. We must now get together and show the farmer his interest in margarin, the dealer his interest, the housewife her interest, and consumers generally their interest in margarin."

Edward S. LaBart, publicity director for Wilson & Company, Chicago, emphasized the value of cooperation and of association work in many directions. The industry has important problems to work out, both for the benefit of the public and of the trade; this must all be done in the open and unitedly. There is a vital necessity for standards in products and in merchandizing them, and of education of the retailer and of the consumer. Those in the industry should stand by each other for the general good.

Reference already has been made to the paper of Dr. W. D. Richardson of Swift & Company on "The Vitamine Doctrine and the Margarin Industry." The speaker stated his conclusion that so far as vitamins are concerned it makes no difference from a dietary standpoint whether an individual eats margarin or butter. He declared that the butter industry could not be defended from a dietary standpoint, and that the dairy industry today is the most wasteful and uneconomic on record. Statements made in the butter campaign will not advance the cause of sound nutrition. The public has cause to mistrust the scientific man who is superior to



natural laws. There is room in the world for every wholesome food, the speaker declared, and defamatory campaigns against certain foods will accomplish no good. Dr. Richardson's paper will appear in full in early issues of THE NATIONAL PROVISIONER.

#### Laws Affecting Oleomargarine.

W. C. Kirk, assistant counsel of Armour & Co., Chicago, read a valuable paper on "Comments on Laws Affecting Oleomargarine." Mr. Kirk gave a historical review of state and federal margarin legislation and court decisions, stating that Pennsylvania and New York were the first states to enact oleomargarine laws. Both of these were regulatory measures.

"The Pennsylvania statute," said Mr. Kirk, "was enacted in 1878 and the New York law in 1882. Apparently these states regarded purely regulatory measures as insufficient, because in 1885 both states enacted laws absolutely prohibiting the manufacture and sale of oleomargarine. In due course cases were brought under such statutes and the Supreme Court of Pennsylvania upheld the statute, while the Court of Appeals of New York held such laws unconstitutional. The Pennsylvania case was taken to the Supreme Court of the United States and was affirmed by the U. S. Supreme Court, the highest court of our land, that it was within the police power of a state to prohibit the manufacture and sale of margarin.

"A statement by Justice Rapallo during the course of his decision, to the effect that it mattered not whether the article was colored blue, pink, green, or any other color, the statute absolutely prohibited its manufacture and sale, undoubtedly served as a basis for the pink and blue oleomargarine statutes which followed in several of the states.

"The Supreme Court of the United States was, some ten years later, again called upon to review an oleomargarine case going up in Pennsylvania in which an interstate commerce question was raised. By this time the wholesomeness of oleomargarine had been conceded and the Supreme Court's decision was to the effect that a state could not interfere with interstate commerce by prohibiting the importation and first sale of a wholesome article of food. At the same time, it also held that the requirement that oleomargarine be colored blue or pink amounted to a practical prohibition and was, therefore, unconstitutional as applied to interstate commerce.

"Legislation went from regulation to total prohibition and then, because of the decisions of the courts, total prohibition is limited to cases where there is an intent to deceive."

Mr. Kirk recommended the abolition of the term "butterine," and suggested that effort be centered on exploiting the merits of margarin as a food product with a distinct identity of its own. The courts have upheld the principle that an honest product can be marketed if no deception is practiced. Oleomargarine legislation originally was aimed at a counterfeit product. A law which has no object will fail. If the public is educated to believe in the honesty and true value of margarin, all such laws must be repealed.

#### Prejudice Against Margarin.

E. S. Mapp of Wm. J. Moxley, Inc., Chicago, read a paper on "Prejudice Existing in the Mind of the Public Against Margarin." He referred to numerous conversations with consumers, in his thirty years of experience in the margarin business, to show that the minds of many of them have been poisoned with continuous falsehoods about margarin in the form of the most insidious propaganda ever conceived by the mind of man.

Some of those who do not know what margarin is are ashamed to let their neighbors know they use it. Those who do know what it is use it openly and as a matter of preference and safety. In this connection, Mr. Mapp quoted the remarks of the late Justice Field of the U. S. Supreme Court in rendering an opinion on the margarin laws of Pennsylvania as follows:

"Upon first impression one would suppose that it would be a matter for congratulation on the part of the state that in the progress of science a means had been discovered by which a new article of food could be produced, equally healthy and nutritious and less expensive than one already existing, and for which it could be used as a substitute. Thanks and rewards would seem to be the natural return for such a discovery, and the increase of the article by the use of means thereby encouraged. But not so thought the Legislature of the great Commonwealth of Pennsylvania.

"I have always supposed that the gift of life was accompanied with the right to seek and produce food by which life can be preserved and enjoyed in all ways not encroaching upon the equal rights of others. I have supposed that the right to take all measures for the support of life which are innocent in themselves is an element of that freedom which every American citizen claims as his birthright. The right to pursue one's happiness is placed by the Declaration of Independence among the inalienable rights of men, with which all men are endowed, not by the grace of emperors or kings or by force of legislative or constitutional enactments, but by their Creator, and to secure them, not to grant them, governments are instituted among men.

"The right to procure healthy and nutritious food, by which life may be preserved and enjoyed, and to manufacture it is among these inalienable rights which, in my judgment, no State can give, and no State can take away except in punishment for crime. It is involved in the right to pursue one's happiness."

#### Vital Need Is Education.

James A. Flagg of the Sweet-Nut Butter Co., Jamaica Plain, Mass., delivered a most important address on "A Vital Need of the Margarin Industry." His address related chiefly to the attitude of the public toward margarin, and what the margarin industry should do to bring the public to a correct understanding of what margarin is, its composition, food value, and methods of manufacture.

"It is apparent," said Mr. Flagg, "that the whole margarin industry is now of one mind on the importance of putting this information before the public. A

most insidious and organized propaganda against margarin has hurt this great industry, based on American agricultural products such as milk, beef fat, hog fat, butter fat, cotton seed oil, peanut oil and other vegetable oils. Not only have the producers of such fats and oils suffered from such propaganda, but the consumers of fats and oils the world over, have suffered from a shortage of their production."

R. W. Levenhagen of The Glidden Nut Butter Company, Chicago, read a paper on "Principles of Cooperative Advertising," in which he discussed in detail the basic principles of all successful cooperative commodity advertising. Margarin has quality and its sale can be constantly increased by telling the public all about it, its composition, food value, and supervision and control by the Bureau of Animal Industry of the U. S. Department of Agriculture, which insures it to be a product of unquestionable purity and wholesomeness. In addition to this he said:

"A cooperative spirit among the manufacturers, team-work instead of individual independent action, is of the greatest importance to the future success of this industry. Precedent gives us some splendid examples of what has been accomplished in other products that were at first regarded as substitutes, but through the intelligent handling of advertising and sales campaigns along educational lines, built up a reputation for themselves that leaves no question regarding their legitimate right to command a constant and ever-increasing trade."

#### Reform in Sales Methods.

W. L. Ephlin of the Ed. S. Vail Butterline Co., Chicago, made a strong plea for reform in salesmanship methods, condemning the present practice of consigning margarin to dealers to be sold or returned to the manufacturer as it suits his convenience. He said in part:

"You all know that from the largest to the smallest dealer, whoever they may be, whenever they have an invested cash interest in the way of freights advanced on goods that are bought by them and shipped to them, they are so interested jointly with us as to make it imperative that they be on the lookout for their goods while en route, give them the best of care immediately upon arrival, and cease to allow perishable goods such as ours to lie around freight houses, express offices or other places subject to the bad effects of the elements and conditions.

"In fact, margarin would be handled the same as it should be handled, and if it were not for the fact that the keeping qualities of strictly high-grade margarins are far greater than the keeping qualities of butter, our losses through loose, disinterested, neglectful handling would far exceed the gigantic losses of today."

Mr. H. P. Trevithick, chief chemist New York Produce Exchange, New York City, read an instructive paper on "Chemistry and Its Relations to Margarin Manufacture." He gave a resume of the development of the edible oils and margarin industries and the part played in the same by the science of chemistry. He outlined in an interesting manner the finer points of the fundamental principles of the science of the refining of edible oils and emphasized the importance of purchasing oils on sample, the sample being deposited with a commercial oil chemist to check deliveries.

A. W. Krebs of E. A. Stevenson & Co., Inc., New York, spoke on the origin and production of coconut oil, its refining and hydrogenation, and its use in margarin manufacture. He emphasized the danger of overrefining in an effort to get a snow white and perfectly neutral oil. "These properties," said he, "are sometimes secured at the sacrifice of quality, and should not be the basis of the acceptance of this oil for margarin manufacture."



## What the Margarin Institute Has Done

By J. S. Abbott, Secretary-Treasurer.

What the Institute of Independent Margarin Manufacturers has accomplished for the margarin industry in general and for its members in particular is, I think, fairly well known to those who have watched its activities. It is more important for you to know the fundamental purposes and policies of the Institute than it is for you to see a catalogue of specific achievements, for there are no units of measurement for some of the finer things of life or of business. The purposes and policies of the Institute can be well illustrated by telling you some of the things that the Institute has done.

To begin with, the Institute right off the bat started out like a well-trained civil engineer to standardize its manufacturing and salesmanship methods. At its first annual convention papers were read, for example, on "Shipping Cases," on "Returned Goods," on "Advertising Methods" and on many other subjects relating to the margarin industry's problems. Committees were appointed to study these various problems and to make recommendations looking toward the adoption of standard practices to lessen the cost and to increase the efficiency of doing business.

The reforms in these matters may be likened to the great reform wrought by the automobile tire industry during the war in decreasing the number of sizes of tires that were then being manufactured. The manufacture and use of 40 different sizes of margarin shipping cases was just as economically unsound as the manufacture of 75 different sizes of automobile tires.

### Many Reforms Accomplished.

Progress has likewise been made in the revision of margarin advertising copy, increasing its efficiency by an application of sound principles and facts obtained by and through the Institute. The "returned goods" evil is likewise decreasing, due to the emphasis given to it by a speaker at our last convention.

These and similar achievements are obviously not numerically measureable at the present time, but it is a well known fact that progress is being made in wiping out the evils which have existed in these and other trade problems under the control of the industry itself.

Progress has also been made in getting rid of some evils which have existed and over which the margarin industry has had no control. I am thinking of the rules and regulations adopted by those administrative officers who are duly commissioned to enforce margarin laws. One case will be sufficient to illustrate the policy of the Institute with respect to such regulations. The Bureau of Internal Revenue for many years has required all packages of margarin which were wrapped by retail dealers or put into paper sacks by them to be stamped with a rubber stamp showing the net weight, the word oleomargarine, and the name and address of the retail dealer selling the package. The abolition of this regulation with respect to margarin in cartons was secured by the Institute.

The fundamental principle which the Institute pursued in the presentation of its request for the abolishment of the regulation will guide it in the presentation of future questions to those in author-

ity, viz., a regulation that does not give the consumer any protection is unnecessary and unjust. The rubber stamp did not give the consumer any information not on the carton as already required by law.

### Consumer First Considered.

In this as in all legislation, the consumer is of supreme importance and should have first consideration. Adam Smith, John Stuart Mill and all other great thinkers have given this as an axiom of good governmental policy.

"Consumption is the sole end and purpose of all production, and the interest of the producer ought to be attended to only so far as it may be necessary for promoting that of the consumer," said the former about 1775.

"The infringement complained of (the prohibition of the sale of certain commodities) is not on the liberty of the seller, but on that of the buyer and consumer," said the latter about 1858.

In the ultimate analysis the quality and quantity of success for any considerable period of time of every business enterprise and of governments themselves are measured by their degree of adherence to this principle. Laws regulating the manufacture and sale of foodstuffs are right or wrong as they can be or cannot be squared with it. Food laws prohibiting adulteration and misbranding of foodstuffs protect the consumer and are in harmony with sound government policy, albeit they occasion an extra burden upon manufacturers and tradesmen. Food laws placing extra burdens upon them without giving any protection to consumers in consequence thereof are, of course, unsound.

Even more unsound are those laws which actually prohibit or limit the sale of necessary consumable commodities by making their purchase more difficult, more expensive, or impossible. For example, the taxes levied on margarin and on the retail grocers who sell it, many of the regulations under which it is sold, and the prohibition of the use of color in its manufacture, were not levied to protect the consumer. They limit the number of places of its sale, increase its cost and impose an extra burden upon the consumer who colors it. These are infringements upon the liberty of actual and potential consumers.

### Unsoundness of Some Regulations.

It is well known that England violated this principle in dealing with her American colonies. She violated it for a time in her bounty, import and export laws to an extent that caused Adam Smith to describe one of her public men as "that insidious and crafty animal vulgarly referred to as a statesman or politician."

(Continued on page 33.)

### AT THE CONVENTION.

Those in attendance at the second annual convention of the Institute of Independent Margarin Manufacturers included the following:

J. S. Abbott, secretary, Institute of Independent Margarin Manufacturers, Washington, D. C.

A. A. Eckerson, Holland Butterine Co., Jersey City, N. J.

F. H. Lewis, India Refining Co., Philadelphia, Pa.

A. F. W. St. John, Worcester Salt Co., Columbus, O.

Arthur D. Holmes, E. I. DuPont de Nemours Co., Woodstown, N. Y.

R. R. Wason, Procter & Gamble Co., Cincinnati, O.

R. M. Hale, The Blanton Co., Philadelphia, Pa.

O. S. Martin, John F. Jelke Co., New York City.

T. H. Eckerson, Holland Butterine Co., Jersey City, N. J.

A. P. Lee, India Refining Co., Philadelphia, Pa.

James A. Flagg, Sweet Nut Butter Co., Boston, Mass.

W. C. Potter, Swift & Co., Chicago.

N. A. Dubois, Sweet Nut Butter Co., Jamaica Plain, Mass.

H. H. Sims, The Blanton Co., St. Louis, Mo.

H. R. Hamilton, Glidden Nut Butter Co., Chicago, Ill.

M. J. Browne, Procter & Gamble Distributing Co., Cincinnati, O.

R. W. Levenhagen, V. P. Glidden Co., Cleveland, O.

William C. Mintzer, Philadelphia, Pa.

T. Willard Ready, Niles, Mich.

E. A. Stevenson, E. A. Stevenson & Co., Inc., New York City.

Charles Doering, Jr., C. Doering & Co., Inc., Chicago, Ill.

W. L. Ephlin, Ed. S. Vail Butterine Co., Chicago, Ill.

N. F. O'Dea, Baltimore Butterine Co., Baltimore, Md.

A. W. Madsen, National Carton Co., Joliet, Ill.

W. H. Eberst, Capital City Products Co., Columbus, O.

Adolph W. Krebs, E. A. Stevenson & Co., Boonton, N. J.

Earl Ryan, The Earl Ryan Co., New York City.

Henry H. Kamsler, Armour & Co., Chicago, Ill.

J. T. Emery, The American Food Journal, New York City.

H. M. Brooks, Wm. J. Moxley, Inc., Pittsburgh, Pa.

John L. Puterbaugh, The Trinity Cotton Oil Co., Dallas, Tex.

Wm. J. Wittler, Missouri Butterine Co., St. Louis, Mo.

Walter C. Kirk, Armour & Co., Chicago, Ill.

David A. Blanton, The Blanton Co., St. Louis, Mo.

J. B. McLaughlin, The Capital City Products Co., Columbus, O.

C. L. Bruerd, The Capital City Products Co., Columbus, O.

Edmund F. Smith, The Seydel Mfg. Co., Jersey City, N. J.

A. Gjessing, Palmine Company, Inc., New York City.

J. M. Wadd, Wilson & Co., Chicago, Ill.

Howard J. Rohan, The Churngold Corp., Cincinnati, O.

E. S. Mapp, Wm. J. Moxley, Inc., Chicago, Ill.

F. A. Hanley, Wm. J. Moxley, Inc., Pittsburgh, Pa.

C. H. Redeker, Crown Margarin Co., St. Louis, Mo.

R. S. Masters, Wm. J. Moxley, Inc., Philadelphia, Pa.

W. E. Miller, Jr., E. A. Stevenson & Co., Inc., New York City.

Geo. T. Moxley, Wm. J. Moxley, Inc., Chicago, Ill.

B. S. Pearsall, B. S. Pearsall Butter Co., Elgin, Ill.

B. A. Massee, Troco Nut Butter Co., Chicago, Ill.

E. P. Kelly, The Capital City Products Co., Columbus, O.

W. D. Richardson, Swift & Co., Chicago, Ill.

H. P. Trevithick, New York Produce Exchange, New York City.

Edward S. La Bart, Wilson & Co., Chicago, Ill.

W. E. Utley, The Capital City Products Co., Columbus, O.

C. A. Baumann, Wonder-Nut Products Co., Jefferson, Wis.

Howard Beatty, Glidden Nut Butter Co., Chicago, Ill.

Thomas J. Dee, Friedman Mfg. Co., Chicago, Ill.

M. W. Eycleshymer, Niles Capsule Co., Niles, Mich.

J. P. Gordon, The Capital City Products Co., Chicago, Ill.

Paul I. Aldrich, editor, The National Provisioner, Chicago, Ill.

## Proposed Duties in New Tariff Measure

The so-called "permanent" tariff measure for revision of the existing tariff law has been introduced in the House at Washington and is now under discussion. This measure should not be confused with the emergency tariff law now in force; the measure here referred to in the contemplated permanent revision of the tariff. It is facing a strenuous fight in the House as it contains features to which various elements are strongly opposed.

As submitted to the House by the Ways and Means Committee the measure imposes duties of interest to all readers of THE NATIONAL PROVISIONER. The following bulletin from Norman Draper, Washington representative of the Institute of American Meat Packers, gives the details of many of the schedules:

To the Members:

The permanent tariff bill, which is now before the House of Representatives, places duties upon many products of the packing industry and many commodities which the industry purchases. In the "free list" of the bill other products in which members are interested are enumerated.

The principal dutiable articles and products, with the proposed rates, follow:

Cattle, less than 2 years old, 1c per lb.; 2 years old or over, 1½c per lb.; fresh beef and veal, 2c per lb.; tallow, ½c per lb.; oleo oil and oleo stearin, 1c per lb.; sheep and goats, 1c per lb.; fresh mutton, 1½c per lb.; fresh lamb, 2c per lb.; swine, ½c per lb.; fresh pork, ¾c per lb.; bacon, hams and shoulders of pork, prepared or preserved, 1½c per lb.; lard, 1c per lb.; lard compounds and lard substitutes, 20% ad valorem; reindeer meat, 20% ad valorem; extract of meat, including fluid, 15c per lb.; sausage casings, weasands, intestines, bladders, tendons and integuments; and meats, fresh, prepared or preserved, not specially provided for, 15% ad valorem; butter and oleomargarin, 8c per lb.; cheese, valued at less than 30c per lb., 5c per lb.; cheese, valued at 30c or more per lb., 25% ad valorem; cheese substitutes, 5c per lb.; live poultry, 2c per lb.; dead poultry, dressed or undressed, 3c per lb.; eggs of poultry, in the shell, 6c per dozen.; fish, fresh, frozen, or packed in ice, not specially provided for, 1c per lb.; special duties for pickled and prepared salmon, herring, etc.

Cocoanuts, ½c each; coconut meat, shredded or desiccated, or similarly prepared, 4½c per lb.; peanuts, not shelled, 3c per lb.; peanuts, shelled, 4c per lb.

Cloves, unground, 3c per lb.; cloves, ground, 6c per lb.; clove stems, unground, 2c per lb.; clove stems, ground, 5c per lb.; cinnamon and cinnamon chips, unground, 2c per lb.; cinnamon and cinnamon chips, ground, 5c per lb.; mace, unground, 4c per lb.; mace, ground, 8c per lb.; mustard seeds, whole, 1c per lb.; mustard, ground, prepared in bottles or otherwise, 5c per lb.; pepper, capsicum, or red pepper, or cayenne pepper and paprika, 2c per lb. if unground, and 5c per lb. if ground; black or white pepper, 2c per lb. if unground, and 5c per lb. if ground; pimento (all-spice), 1c per lb. if unground, and 3c per lb. if ground; sage, 1c per lb. if unground and 3c per lb. if ground; turmeric, 10c per lb.; mixed spices and spices and spiced seeds, not specially provided for, for culinary use, 20% ad valorem (no allowance to be made for dirt or other foreign matter, and it is provided that importation of ground or unground pepper shells shall be prohibited).

Red oil, stearic acid, etc., 25% ad valorem; ammonium sulphate, 3-5c per lb.; liquid anhydrous ammonia, 2½c per lb.; dyeing and tanning extracts, 12½% ad valorem; gelatin, glue, and glue size, 20%

ad valorem, and 1½c per lb.; manufactures, whole or in chief value of gelatin, casein, glue, etc., 25% ad valorem; glycerin, 1c per lb. if crude, and 3c per lb. if refined; wool grease, including that commercially known as brown wool grease, ¼c per lb. if crude, 1c per lb. if not crude; all animal oils and greases not specially provided for, 20% ad valorem; cottonseed oil, coconut oil, and soya bean oil, expressed or extracted, 2c per lb.; peanut oil, 2½c per lb.; sulphonated animal or vegetable oils, soaps, made or in whole or in part from castor oil, and all soluble greases, in whatever form and used in the processes of softening, dyeing, tanning, or finishing, not specially provided for, 25% ad valorem.

Hydrogenated or hardened oils and fats, and other oils and fats, composition and properties of which have been changed by vulcanizing, oxidizing, chlorinating, nitrating, or any other chemical process, and not specially provided for, 25% ad valorem; combinations and mixtures of animal or vegetable oils (except combinations of essential or distilled oils) with or without other substances, 25% ad valorem.

Soap and soap powders, not specially provided for, 20% ad valorem; bicarbonate of soda, ½c per lb.; borate or borax, refined, ¼c per lb.; salt, in bags, sacks, barrels, or other packages, 11c per 100 lbs.; salt, in bulk, 7c per 100 lbs.; fuller's earth, unwrought and unmanufactured, \$1.50 per ton; fuller's earth, wrought or manufactured, \$3 per ton.

Empty casks, barrels, hogsheads and packing boxes, of wood, 15% ad valorem; bags or sacks, made from plain, woven fabrics or single jute yarns, or from twilled or other fabrics composed wholly of jute, 1c per lb., and in addition thereto 17% ad valorem.

Wools, not improved by the admixture of Marino or English blood, and hair of the camel, 28% ad valorem, with the provision that the duty shall not exceed 7c per lb.; wool which has been advanced in any manner or by any process of manufacture beyond the washed or scoured condition, including tops and roving, valued at not more than 40c per lb., 16 2-3c per lb., and in addition thereto 10% ad valorem, and if valued at more than 40c per lb., 2½c per lb., and in addition thereto, 10% ad valorem.

Vegetable parchment paper, grease-proof papers, and all imitation parchment paper, 2c per lb., and 15% ad valorem; bristles, sorted, bunched, or prepared, 7c per lb.; buttons, bone, 28% ad valorem; hair, curled, suitable for beds or mattresses, 10% ad valorem; hair cloth and hair press cloth, 35% ad valorem; manufactures of leather, 25% ad valorem; catgut, etc., 25% ad valorem; manufactures of bladders, 15% ad valorem; manufactures of bone, horn, etc., 20% ad valorem; saltpeter, 25% ad valorem, and for 5 years an additional duty of 15% ad valorem.

### Products in the Free List.

Articles and products appearing in the free list include the following:

Certain acids and acid anhydrides; sodium nitrate; animals for breeding purposes; anti-toxins; vaccines, virouses, serums, used for therapeutic purposes; dried blood; bones, crude, steamed or ground; bone dust, bone meal, and bone ash; bones, burned or calcined, not ground or otherwise manufactured; borax, crude, and unmanufactured; bristles, crude, not sorted, bunched or prepared; dyeing and tanning materials (does not include extracts); hair of cattle and other animals, cleaned or uncleaned, drawn or undrawn, but unmanufactured; hide cuttings, raw, with or without hair; ossein and all other glue stock; hides of cattle, raw or uncured, or dried, salted, or pickled; hoofs, unmanufactured; horns and parts of, including horn strips and tips, unmanufactured;

ice; guano, basic slag, ground or unground, manures, and all other substances used chiefly for fertilizer and not specially provided for in dutiable list; boots and shoes, made wholly or in chief value of leather; harness, saddles; leather cut into shoe uppers, soles or other forms suitable for conversion into manufactured articles; marrow, crude; oil cake and oil cake meal; rennet, raw or prepared.

Members should understand that the above lists are by no means complete, and contain merely the more important products in which all are interested, or about which individual members have made inquiries from time to time.

It also should be remembered that there is a provision in the bill to the effect that "there shall be levied, collected, and paid on the importation of all raw or unmanufactured articles (not enumerated or provided for either in the list of dutiable articles or in the free list) a duty of 10% ad valorem, and on all articles manufactured, in whole or in part, not specially provided for, a duty of 20% ad valorem."

Detailed information concerning any article or articles in which individual members are particularly interested, and other information concerning any matter related to the proposed tariff legislation, may be obtained by addressing the Washington office.

Yours very truly,

NORMAN DRAPER,  
Washington Representative.

### MEAT SUPPLIES IN JUNE.

Receipts of livestock at nine leading markets during the month of June, 1921, with comparisons, are officially reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago .....	239,550	73,680	704,647	329,741
Kansas City .....	132,623	21,555	226,313	107,644
Omaha .....	117,384	4,800	286,548	108,186
St. Louis .....	63,464	23,116	275,494	119,163
St. Joseph .....	35,037	5,980	188,270	66,273
St. Paul .....	43,123	1,533	180,723	10,931
St. Louis .....	81,805	38,617	158,507	15,138
Denver .....	42,542	3,135	36,256	28,176
Wichita .....	12,456	1,331	29,231	1,864
Total, 1921 .....	717,424	173,816	2,085,980	847,116
Total, 1920 .....	766,811	200,656	2,124,880	746,860

Receipts for the six months ending June 30, 1921, according to official reports, were as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago .....	1,380,143	427,491	4,278,054	2,205,520
Kansas City .....	816,334	107,825	1,331,743	910,254
Omaha .....	670,691	27,373	1,062,174	1,104,192
St. Louis .....	326,838	94,412	1,805,758	320,798
St. Joseph .....	232,316	29,677	911,629	497,529
St. Paul .....	209,044	11,937	1,032,455	98,771
St. Paul .....	220,229	205,484	1,198,864	169,878
Denver .....	177,303	15,578	211,128	495,373
Wichita .....	112,172	10,151	201,720	17,912
Total, 1921 .....	4,235,040	929,929	12,633,525	5,820,224
Total, 1920 .....	4,761,683	970,198	13,610,779	4,808,115

Slaughters at nine leading markets during May, 1921, compared to the same month last year, as officially reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago .....	152,094	72,364	564,394	299,373
Kansas City .....	78,066	18,817	197,229	97,271
Omaha .....	79,615	3,134	232,211	129,816
St. Louis .....	25,153	13,313	117,067	65,968
St. Joseph .....	24,807	5,912	172,756	58,459
St. Paul .....	25,390	1,383	123,722	7,633
St. Paul .....	12,487	36,937	128,267	8,039
Denver .....	9,538	1,655	34,168	9,451
Wichita .....	3,929	964	29,189	470
Total, 1921 .....	411,101	154,479	1,598,963	676,120
Total, 1920 .....	389,979	179,983	1,581,847	551,014

Slaughters during the six months ending with June, at eight leading markets, were as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago .....	809,979	403,007	3,306,700	1,645,900
Kansas City .....	438,221	94,072	1,067,433	732,454
Omaha .....	438,443	12,735	1,271,911	822,772
St. Louis .....	163,358	59,947	789,704	188,501
St. Joseph .....	145,904	28,139	779,952	397,352
St. Paul .....	150,205	10,924	649,175	84,663
St. Paul .....	107,934	187,963	957,543	73,679
Denver .....	55,980	9,348	195,500	89,140
Total, 1921 .....	2,810,114	797,133	8,982,918	4,935,461
Total, 1920 .....	2,586,938	877,083	9,549,112	3,204,694

The very man you want may be looking for just the position you have to offer. Get in touch with him through the "Wanted" page of The National Provisioner.



## COLLAPSE IN AUSTRALIAN MEAT TRADE

### Export Slump Forces Local Prices to Pre-War Levels

(Staff Correspondence of The National Provisioner.)

Brisbane, Queensland, Australia, June 10, 1921.—The collapse of the meat trade in Australia has been a feature of the conditions during the past month. The reports from overseas led to a shortening up by the meat packers all over the commonwealth, as it appeared that the prices to be obtained for export meat did not justify the prices being paid for stock at this end. The works were evidently caught napping, as some of them had been purchasing stock at rates close up to those paid last season, say 40s per 100 lbs. Then a big reduction took place, and still further reductions until the amount paid in the northern part of Queensland, where most of the export meat is put up, was down to 20s, which seems to be about the basis on which business is now being done. The amount is more for good material, but on the other hand for cow beef for canning purposes the prices quoted have been as low as 12s 6d.

The first result of this shock to stock-owners was to compel them to withhold supplies, but some were forced into the market by the bad industrial conditions, especially the low price of wool, and this helped the works to keep going on a reduced scale. Of course, the poor prices for by-products complicated the position. It prevented the works from offering as good a price as might have been expected with a better demand for hides, skins and tallow. But with thousands of hides in store and no prospect of sale, even at the lowest possible prices, the works had no option but to cut down the export price for cattle.

The collapse in respect to the export works had a corresponding effect on the stock sold for local consumption, and as a result prices in the retail market suffered a big slump. Meat has not been so cheap to local consumers since long before the war. It is contended that the saleyards' prices of stock justify an even greater reduction, and that may come if the prices of meat do not improve in the market and there is any better demand for by-products.

#### Good Season for Stock.

The meat season is confusing. Some of the works which were ready for a long season have either been closed down or the operations have been interrupted from time to time. This was true especially in the north, where an exceptionally large number of stock, including many thousands that had come in from the northern territory, were expected to be submitted. In that part some of the cattle held over from the previous season would have been forwarded, and a record output was believed to be imminent. The stock slaughtered were in much better condition than the average for many years, one lot of 1,200 head from one center averaging over 900 lbs. each, while some thousands of others went over 800 lbs. It is exasperating that in the best fattening season for 50 years the stock condition and the meat position should be so unsatisfactory.

The best minds on the subject agree that conditions must improve. We have in our midst at present Sir Thomas Robinson, late agent general for Queensland, who acted for the allies during the war in control of all the meat reaching Great Britain. In a recent statement he said: "So far as the meat markets are concerned, this is a time for plain speaking. I am satisfied that the readiness with which governments paid for the meat they were able to get from us during the war period led to carelessness on the part of producers as to the quality and condition of the meat they sold. This is now having a bad effect on your foreign markets. I would like to say to the producers here, as I have said to the producers in New Zealand, that you cannot be too careful as to the quality of the meat you send to foreign markets. If you will but send your best you will find a better market abroad than perhaps you imagine." He added that France was prepared to take large quantities of Australian meat.

Generally speaking, Sir Thomas considers that the position must improve when the meat already on hand in Great Britain is cleared off and the trade is in a more independent position.

#### European Markets Closed.

Mr. F. J. Walker, of the meat export firm of F. J. Walker, Ltd., Melbourne, also takes a hopeful view of the meat situation. He has just come back from a visit to London. He holds that the depression is only temporary and that in six months there will be a marked improvement. The immediate cause of the trouble is that the European markets have closed up. South America had been sending large cargoes to Europe, but Europe found it could not pay, and these were diverted to England, where there is too much meat for the Britishers to absorb. The prices of meat have fallen very low in England, as low as 4½d per lb. The stocks of meat on hand, however, are not alarming. It will not take years to clear them off.

Europe is hungering for meat, but cannot buy it. Mr. Walker's view is that a way out would be found by credits and the righting of the international exchange.

One effect of the fall in meat values has been to prevent the Wyndham (Western Australian) works from operating. The Darwin works remain closed, so that there has been no outlet for cattle in the far north of Australia except for such as can be sent south or east. The Wyndham works are owned by the government of the state, which made a loss on last season's operations and would have lost at least £5 per head on the cattle handled this season, at the present prices of meat, by paying the wages demanded by the unions, which refused to take last season's wages and conditions. In fact, it seems doubtful whether it will be possible to continue these works under the conditions obtaining in Australia. The men and material have to be transported 2,000 miles and

the men demand wages out of proportion to the wages paid in some of the more settled districts.

A proclamation has been issued removing the prohibition on the export of meat, making the last restriction levied during the war.

#### CONGESTION IN NEW ZEALAND.

The low prices for meat are hanging up operations in New Zealand, though not to the same extent as last year. Only lambs and lightweight sheep are sought; heavy weight sheep are not in favor. Stock owners are therefore carrying over a large number of sheep. Some owners who can afford to wait are having their sheep slaughtered and kept in cold storage in the hope of a rise taking place.

A new arrangement has been made between the freezing companies and the shipping companies for reduced freights for the next 15 months, covering the remainder of this season and the whole of next season. The reduction represents a saving of a quarter of a million pounds. It does not represent all that the shippers thought they should get, but it is the best that could be done by the committee appointed. It is held by the freezing companies that unless they have some independent means of protection against the shipping companies there must be some sort of contract, as there will be 4½ million carcasses in stores by the end of June and there must be some arrangement whereby this meat can be lifted.

#### Propose Government Loan to Buy Ships.

A proposal has been put forward for a government loan of 4½ million pounds sterling for the purchase of 20 steamers to be converted to refrigerated carriers and to take up the transport of New Zealand meat. It is contended that steamers can be purchased now at \$12 per ton or less and that an export tax would help to pay off the loan.

A proposal has been mooted for the amalgamation of the South Canterbury and Waitaki Farmers' Freezing Companies, to have one factory south of Timaru instead of two.

There is still much talk regarding the operations of Armour and Company in New Zealand. The Minister for Agriculture recently stated that the government had received advice that the firm was entitled to continue and they had been operating practically with a free hand. They have now been blocked by the export license, but it was applied only a few weeks ago. They had the works full of meat. To a suggestion that this meat should be released, the Minister said that it was not the policy of the government to let it out and that the government was going to sift the matter to the bottom in the interests of the producers.

#### WANTED: A SAUSAGE FOREMAN.

Packers who are seeking to strengthen their operating departments will find this a splendid time to do so. Not in years have so many high-class men been available, and at reasonable terms. Try a "Want" ad. in THE NATIONAL PROVISIONER and see what quick results you get.



## Industrial Relations

Under this heading from week to week will appear information of interest and value to the meat industry in the matter of relations between employer and employee. Labor cost today is one of the vital factors in the operation of a meat business. The labor problem is the chief obstacle in the way of readjustment to many a meat packer today.

With this issue of THE NATIONAL PROVISIONER begins a series of special articles describing the working out of new plans of employee representation in plant management which have been put in force by several large packers. The first relates the experience of Armour & Company with the plan they first put in operation. The next article will describe the plan as inaugurated by another large packer.

The Committee on Industrial Relations of the Institute of American Meat Packers, J. Paul Dold, Buffalo, N. Y., chairman, is active in promoting the development of the best industrial relations throughout the industry, and invites the co-operation of packers everywhere in this work. Communications may be addressed to the Committee in care of Secretary C. B. Heinemann, 22 West Monroe St., Chicago, Ill.

### Employee Representation in Plants of Armour and Company.

A new era of closer relationship between employer and employee has dawned in the various packing houses of Armour and Company. Conferences have been substituted for squabbles, and the men and women of the plants themselves have established a machinery for solving their industrial problems.

Most of the waking hours of persons who work are spent on the job, and the realization has become more and more apparent that the relation of employer and employee may well be compared with the relation of one member of a family to another. In any relationship there are problems; in any relations there are differences; but if the parties are held together by a bond of common understanding a solution is easier.

No one wants to have a family quarrel, but if one inadvertently arises, both parties abhor having it before the world. The old phrase, "Washing your dirty linen in public," is just as apt when applied to a business where employers and employees disagree, as it is when applied to domestic difficulties.

Home life can be made pleasant or unpleasant by the willingness or unwillingness of either party to give and take, just so the relationship between employers and employees can be satisfactory or unsatisfactory by a reasonable or unreasonable attitude on their parts. The machinery which has been established in the plants of Armour and Company has these thoughts as a background.

It is also founded on the general plan that the relations between the company and those who work as employees are mutual, and that one cannot exist without the other. What is good for one is good for the other. As Mr. J. Ogden Armour recently said in addressing a meeting of the representatives: "We think this plan of employee representation is a good thing and that it will work. If it is not good for you—for all of you who work here—it will not be good for the company."

#### Workings of the Plan.

By this plan, all questions which effect

the relationship between the employer and the employees, will be subject for the conference table. If a workman, or group of workmen, have a proposition that they favor, it will be up to them to convince the management they are right and the management will be in exactly the same position when it wants to change conditions. The management will have to sell its proposition to the workers. To sum up, reasoning has taken the place of wrangling.

The plan was first installed in the Chicago plant in the latter part of March, 1921. Employees showed a ready response to the idea. In the Chicago plant, which is the largest one of the Armour plants, there are 24 voting precincts; from each of these a representative is elected to serve on a divisional committee, of which there are four; from each of the four divisions, three representatives are elected to serve on the plant conference board.

The divisional committees have original jurisdiction in matters arising within their division. The conference board acts as an appeal body from the divisional committee, and also as a legislative body for the entire plant.

The functions of both of these organizations are to establish policies; the execution of the policies is in the hands of the company. The employees' representatives sit with an equal number of representatives of the management in all meetings. They have equal voice and voting power on all questions. Of the 36 employees elected at the Chicago plant, it is interesting to note that the average age of these men is 46 years and 2 months, which indicates clearly that the employees rely upon men of mature years and judgment, and men of stability in employment.

The committees and conference boards have been extremely busy since their organization and they have handled many cases, all of them, apparently, to the entire satisfaction of the employees and of the management.

It is a striking fact that in all these cases the cause which is fair and right always prevails. After all the facts are developed, and all the cards are on the table, face upwards, there is no hesitancy in supporting the side of the case which has the conclusive facts supporting its justice. Where an employee is right, there is no hesitation in criticising the act of a foreman and of remedying the wrong that has been done. Where a foreman is right, there is no hesitation on the part of the employee representative in upholding him and in censuring the employee.

#### Organized in Other Plants.

After the organization of the representation plan in Chicago it was launched in St. Paul, St. Louis, Sioux City, Omaha, Kansas City, St. Joseph and Ft. Worth, and is now in operation at these points. The response on the part of the employees is extremely gratifying and their enthusiasm in it is convincing to the officials of the company that the plan will be a success. It seems to be the feeling on the part of both the employees and the management that no problem can be too big for solution where all the facts are brought to light and where reasonable men discuss these facts in a reasonable way.

Under the present agreement between the packers and the Secretary of Labor, Judge Alschuler remains as arbitrator on matters concerning wages and hours of labor until September 15, and in the same agreement it was noted that there was to be no interruption with the establishment of representation plan. Armour and Company was the first of the large packers to launch a plan of this kind, and the splendid support given it by the employees, as indicated by the votes cast, prompts the officials of Armour and Company to feel that the plan will be of mutual benefit to the employees and to the company.

## Packers' Traffic Problems

Items under this head cover matters of general and particular interest to the meat and allied industries in connection with traffic and transportation problems, rate hearings and decisions, etc. Further information on these subjects may be obtained upon application to the Institute of American Meat Packers, 22 West Monroe St., Chicago, Ill.

### BILL OF LADING DECISIONS.

Two recent decisions of the United States Supreme Court are of interest to practically all of the members of the Institute of American Meat Packers and are summarized in a bulletin sent out by Secretary Heinemann. Acknowledgement is made to the National Industrial Traffic League for the following digests of these decisions:

**United States Supreme Court Interprets the First Paragraph of Section Five of the Uniform Bill of Lading to Mean That the Railroad Is Liable as a Common Carrier, and Not as Warehouseman, for Property Placed for Delivery on a Public Team Track and Partially Unloaded by the Consignee, During the First Forty-eight-Hour Period.**

"In the case of the Michigan Central Railroad Company vs. Mark Owen & Company (No. 299, October term, 1920) the Supreme Court of the United States on June 1, 1921, held that a shipment placed on public delivery track of the carrier and not unloaded by the consignee during the 48-hour period, was, within the meaning of the law, subject to carrier's liability as a carrier and not as a warehouseman. The Supreme Court pointed out that the first paragraph of Section 5 of the bill of lading referred to property not removed. The court held that the property had not been delivered; that access only was given to the property that it might be removed, and 48 hours was given for the purpose. Pending that time it was within the custody of the railroad company, the company having the same relation to the property in its care which it acquired by its receipt and which it had during transportation.

"Property may be removed after the 48 hours and it is subject to a reasonable charge for storage and the carrier's liability as warehouseman only. After 48 hours under the bill of lading, the carrier's responsibility is as warehouseman only. The gist of the decision is the holding that while the car was on the team track during the 48-hour period, the property had not been delivered until it had been removed from the car. The decision does not apply to property which has been delivered by placement on an industry track."

**The United States Supreme Court Holds That the Second Clause of the Last Paragraph of Section 5 of the Uniform Bill of Lading Does Not Furnish a Defense for a Suit for Loss of Cotton Loaded From the Platform of a Gin Located at the Blind End of a Spur Leading From a Main Line at a Point Near the Depot, on the Ground That the Clause in Question Is Applicable Only at a Station Where There Is No Agent.**

"In the case of the Yazoo & Mississippi Valley Railroad Company and the United States Fidelity & Guaranty Company, petitioners, vs. Nichols & Company (No. 216, October Term, 1920) the Supreme Court of the United States on June 1, 1921, held that the second clause of the last paragraph of Section 5, which deals with the carrier's liability for property destined to, or taken from, a station at which there is no regularly appointed agent, does not furnish a defense to a suit for the loss of cotton loaded from the platform of a gin located at the blind end of a spur leading from a main line at a point near the depot. The spur was 1,000 feet long and (Continued on page 39.)

# **What Do Your Books Show?**

*They should disclose:*

**The volume of production**

**The expense of doing business in detail**

**The operating ratio**

**The gross and net profit**

**The capital employed**

**And other factors vital to success of each department of your business, of each function you perform, of each class of risk taken.**

The Accounting Committee of the Institute will report further on standardizing accounts for the packers.

If you are interested in getting all possible information out of your books and making them a big help in your business, come to the meetings of the accountants.

## **16th Annual Convention--August 8th, 9th and 10th Chicago, Illinois**

Other interesting and startling facts will be brought out at this great gathering to be held at the Drake Hotel three busy days, where the Institute's progress for the year will be summarized.

A record crowd is coming.

Send your reservations at once to Secretary C. B. Heinemann and be assured of a cool, comfortable room in the magnificent new Drake Hotel on the shore of Lake Michigan.

## **INSTITUTE OF AMERICAN MEAT PACKERS**

**22 West Monroe Street, Chicago, Ill.**

Watch this space next week for facts concerning the work of another important committee.

## TRADE GLEANINGS

The Kels Meat Company, Lodi, Calif., is building a new cold storage plant.

The Southern Packing Company has opened a plant in West Plains, Mo.

The New England Provision Company has opened a store at 196 Front street, Worcester, Mass.

The Taft Packing Company, Taft, Tex., will double its capacity and build a fertilizer house.

The Winder Oil Mill Company, Winder, Ga., will increase its capital stock from \$30,000 to \$60,000.

The Organic Fertilizer Company has been organized at Lakeland, Fla., with a capital of \$500,000.

The plant of the California Salmon Factory Company has been damaged by fire to the extent of \$1,500.

Two buildings of the Elk Tanning Company at Powell, Pa., have been destroyed by fire. The loss is estimated at \$75,000.

The Wilson & Company branch house at Cleveland, Ohio, has been practically rebuilt and extensive inside improvements have been made.

L. C. Barton has succeeded to the business of the Sterne-Barton Company, cottonseed oil brokers at Memphis, Tenn. The change is effective August 1.

Improvements are being made to the stockyards at Sioux Falls, S. D., which will double their capacity. The improvements will cost approximately \$25,000.

J. W. Condon and W. H. McRoberts have organized a livestock commission firm at Spokane, Wash. The firm will be

known as the Condon Commission Company.

P. J. Glynn, manager of the Welch Packing Company at Springfield, Mo., has announced that work will be started soon on the new \$100,000 addition to the company's plant.

The A. D. Davis Packing Company, Mobile, Ala., is spending several thousand dollars in plant improvements. The capacity of the cattle-killing department will be doubled.

Fred G. Tongue and C. H. Graham, both formerly connected with the Armstrong Packing Company, Dallas, Tex., have formed a partnership to deal in packing-house products. They are located at Dallas, Tex.

### MEAT INSPECTION CHANGES.

Recent changes in the Federal Meat Inspection Service are reported by the Bureau of Animal Industry as follows:

Meat Inspection Inaugurated—George W. Gill & Co., 4107 South La Salle street, Chicago, Ill.; Hauck Nut Butter Co., 85 Clifton avenue, Newark, N. J.

Meat Inspection Withdrawn.—Wilmington Abattoir & Cold Storage Co., 216-218 Tatnall street, Wilmington, Del.; Kerr & Kerr, 573 Fellsway West, Medford, Mass.

Changes in Names of Official Establishments.—Savannah Food Products Co. (Inc.), 129 Everett avenue, Chelsea, Mass., instead of Fitchburg Fri-Dean Co. (Inc.); E. & A. Levy, 218-226 North Ninth street, Brooklyn, N. Y., instead of M. & D. Levy; Wm. G. Rehn's Sons, 454 Bank street, Cincinnati, Ohio, instead of Wm. G. Rehn; Mayer Meat Co. (Inc.), 520-526 Westchester avenue, New York, N. Y., instead of David Mayer & Co.

### FELIN IS ENLARGING PLANT.

John J. Felin & Co., Inc., are planning to increase the capacity of their packing plant, North Germantown avenue, Philadelphia, by twenty-five per cent. Contracts have recently been let for the erection of a fireproof building adjoining the company's present buildings, which will give an increase of floor space amounting to 80,000 square feet. Work has been under way for the past two weeks and an expenditure of \$250,000 is contemplated. The new structure will house a large hog cooler and will provide storage for grease, supplies, tankage and other items incidental to the firm's operations.

"Without making any predictions for the future," says John J. Felin, "I can say that our business for the last six months has been as good as in any similar period in our history. Profits have been satisfactory. As I say, I do not like to predict future conditions, but I have a lot of faith in the outcome of operations for the remainder of the year."

### FEDERAL INSPECTED SLAUGHTERS.

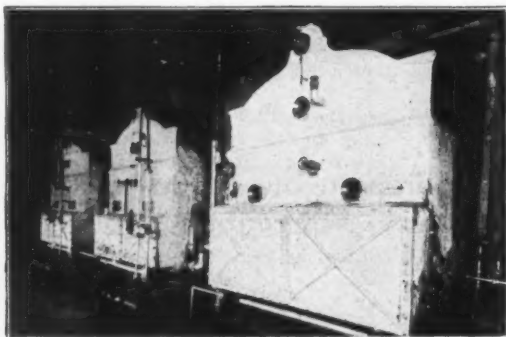
Animals slaughtered under Federal inspection during April, with comparisons, are reported by the Bureau of Animal Industry as follows:

April, 1921.—Cattle, 590,943; calves, 365,541; hogs, 3,003,290; sheep, 1,040,628.

April, 1920.—Cattle, 637,575; calves, 382,420; hogs, 2,590,208; sheep, 713,796.

Ten months ended April, 1921.—Cattle, 6,969,407; calves, 3,159,713; hogs, 30,810,600; sheep, 10,351,463.

Ten months ended April, 1920.—Cattle, 8,426,813; calves, 3,427,865; hogs, 31,831,062; sheep, 10,846,601.



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# EVAPORATORS



## THE NATIONAL PROVISIONER

### Chicago and New York

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Meat Packers' Trade and  
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## MARGARIN

The second annual convention of the  
Institute of Margarin Manufacturers, held  
at Atlantic City, N. J., on June 30 and  
July 1, marked the beginning of a new  
phase in the progress of the industry in  
the United States.

Margarin manufacturers representing  
every element of the industry gathered at  
this meeting to consider their problems  
and to devise plans for meeting the situa-  
tion which confronts them. Their indus-  
try has suffered, as have so many others,  
from the rigors of the readjustment period,  
and they have found it necessary to take  
steps to meet the situation.

In addition, their product has been the  
butt of a well-organized and well-financed  
attack by the dairy interests. The latter  
always have been fearful of margarin com-  
petition, and have used every means—legi-  
timate or otherwise—to stifle it. Even  
with the present low price of butter they  
are not content to let the public judge the  
competing products on their merits, but  
are putting forth every effort to injure the  
reputation of margarin in the estimation  
of the consuming public.

Of late this effort has developed a pec-  
uliarly insidious phase—the exploitation  
of the vitamine theory to frighten con-  
sumers into using butter, and butter only.

With their agent for this purpose camou-  
flaged as a university professor, they have  
spread broadcast the idea that dairy prod-  
ucts are an absolutely essential adult food,  
as well as a vital necessity for children.  
They have endeavored to play upon the  
fears of parents by making them believe  
that only butter fats contain the mysteri-  
ous element necessary to healthy growth.  
By inference and by open statement they  
have declared that margarin is not a safe  
food for children, and thus have colored  
the minds of all consumers with suspicion  
concerning it.

As a matter of fact, science does not yet  
know what vitamins really are. The en-  
thusiastic experimenter now serving as  
the "bogie man" for the dairy propagand-  
ists may think he has the whole subject  
mastered, but he has not. It is just enough  
of a mystery to serve excellently the pur-  
poses of those who would frighten the con-  
sumer away from food products whose  
competition they fear.

Margarin manufacturers realize that  
such insidious propaganda must be met  
and answered. They cannot accomplish  
the purpose individually; they must get  
together and take adequate measures to  
give the public the full facts.

The old argument that margarin is a  
counterfeit, and its production an illicit  
industry, no longer serves the butter

people. The logic of events has destroyed  
its force. Yet the seed of suspicion is  
there, and the dairy propagandists have  
been careful not to let it die. Now that  
they have conjured up this vitamine bogie  
to frighten consumers—particularly par-  
ents and all those interested in the welfare  
of the growing child—they hope to give  
their dying fight against margarin a new  
lease on life.

Facts are sufficient defense for the mar-  
garin industry. Margarin is a wholesome,  
healthful food product with a government  
guarantee of cleanliness, which butter has  
not. It is not necessary to expose methods  
of butter manufacture, and the absolute  
lack of inspection safeguards surrounding  
it. Were this thoroughly brought out the  
vitamine bogie would shrink into harmless  
insignificance.

Such a course is unnecessary. Mar-  
garin can be made and marketed on its  
merits, without throwing mud at a com-  
petitor. There is nothing about margarin  
to be ashamed of or afraid of. Those in-  
terested in the making and marketing of  
this pure and wholesome food product  
should get together and tell the public  
all about it, and keep on telling them until  
the lying propaganda of their butter com-  
petitors loses whatever effect it may have  
with the consuming public.

If the Institute of Margarin Manufac-  
turers succeeds in accomplishing this re-  
sult it will have justified amply its reason  
for existence, though there are many other  
constructive lines of endeavor within the  
industry which the organization can take  
up and carry through with the greatest  
benefit to all concerned.

## TO CONSERVE MEAT SUPPLY

The \$50,000,000 pool formed by bankers  
for affording financial relief to the live-  
stock industry will begin operations with-  
in a fortnight. Final details were worked  
out this week at a conference in Chicago,  
including a satisfactory arrangement for  
rediscounting livestock paper at the Fed-  
eral Reserve banks.

The plan, which has received the ap-  
proval of the Federal Reserve board, per-  
mits the rediscounting of original cattle  
paper instead of making eligible partici-  
pation certificates representing loans  
made by the pool, which western bankers  
and the Reserve Board officials had ob-  
jected to as setting a dangerous precedent.  
The original cattle paper, reduced in ma-  
turity from two years to six months, is  
eligible for rediscount under the Federal  
Reserve law. The banks plan to renew  
such loans several times. The paper will  
be deposited with the Chicago Federal Re-  
serve bank and allocated when rediscount  
is desired by a member bank.

This plan should afford desired relief to  
the meat producing industry in bridging  
over the present difficulties and maintain-  
ing the very necessary meat supplies of  
the country.

# PRACTICAL POINTS FOR THE TRADE

## EXPERT ADVICE.

Answers to questions appearing on this page are prepared with the advice and assistance of the Committee on Packinghouse Practice of the Institute of American Meat Packers. This committee comprises Myrick D. Harding, general superintendent Armour & Company; W. B. Farris, general superintendent Morris & Company; Jacob Moog, vice-president Wilson & Company; F. J. Gardner, general superintendent Swift & Company; John Robertson, general superintendent Miller & Hart; Arthur Cushman, general superintendent Allied Packers, Inc.; Geo. M. Foster, general superintendent John Morrell & Co.; Sioux Falls, S. D., and J. J. Cuff, general manager Jacob Dold Packing Co., Buffalo, N. Y.

Readers are invited to submit questions concerning any feature of packinghouse practice on which they desire information or assistance. Criticism or suggestions concerning any matter here discussed are also invited, and will be given careful attention.

## PERCENTAGE OF CONDEMNATIONS.

A packer writes as follows:

Editor, The National Provisioner:

What percent of animals are condemned by the government in the larger packinghouses? I want to know this because I think the condemnations at our plant are running particularly heavy.

In answer the Committee on Packinghouse Practice says:

The number of animals which are condemned in the larger packinghouses varies somewhat from year to year. There will be certain runs, of course, where the condemnation is very heavy. This is in certain sections of the country where dairying is practiced to a considerable extent, and it is quite common knowledge that in the dairying sections both cattle and hogs are apt to be heavily tubercular. The hogs probably acquire the disease by drinking unpasteurized milk, also very likely from the droppings of the cattle.

The available percentage of condemned animals of the various classes in the larger packinghouses runs approximately as follows:

Cattle .....	0.37%
Hogs .....	0.4 %
Sheep .....	0.1 %
Calves .....	0.2 %

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It will be understood that these figures mean actual condemnations, and not those carcasses which are passed for sterilization.

## MARKING WEIGHT ON LARD CANS.

A reader in the West writes as follows:

Editor, The National Provisioner:  
Will you please give us a formula for making a good ink for stenciling net weight on lard cans?

The Committee on Packinghouse Practice replies as follows:

A good formula for the above is as follows: 1 gallon of wood alcohol, C. P.; 25 drams of glycerine, C. P.; 1 ounce of aniline (any color). Mix together thoroughly and let stand over night, then run the mixture through a coarse filter paper, when the same is ready for use.

The best results can be obtained when the stamping is done on warm cans, but it is not necessary to subject them to excessive heat.

## Full Yield of Tankage

The next article in the series by the Committee on Packinghouse Practice is entitled, "The Full Production of Tankage from the Carcass." It will appear in an early issue of THE NATIONAL PROVISIONER.

## NITRATE OF SODA AND SALTPETRE.

A subscriber asks the following question:

Editor, The National Provisioner:

What is the difference between nitrate of soda and saltpetre, and what variations should I use in curing sweet pickle meats?

A member of the Committee on Packinghouse Practice replies as follows:  
Nitrate of soda and saltpetre are similar mineral salts used in curing, but nitrate of soda is 16% stronger than saltpetre. In other words, if you are using 100 lbs. of saltpetre in a certain curing formula, 84 lbs. of nitrate of soda will take its place. Nitrate of soda is a little difficult to dissolve, and care should be taken in this respect in making up your pickle to see that it is thoroughly dissolved.

## DAIRY PRODUCT IMPORTS.

Imports of dairy products and dairy substitutes during May are reported by the Bureau of Markets as follows:

Butter and butter substitutes—May, 1921, 54,637 lbs.; May, 1920, 1,710,519 lbs.  
Cheese and cheese substitutes—May, 1921, 1,469,677 lbs.; May, 1920, 2,307,554 lbs.

## FIGURING RETAIL MEAT PRICES.

A retail butcher asks:

Editor, The National Provisioner:

How can I figure what I ought to charge for the various retail cuts when I know the usual percentage of the various cuts which I can get from an ordinary carcass?

On this subject the Committee on Packinghouse Practice says:

The following is a test yield on a 580-lb. steer carcass which cost 21½c. The percentage of each cut is given, and opposite each the retail price and the amount of money which will be received for each cut. A second set of prices and totals is also suggested, with the idea in mind that in some localities higher prices must needs be charged for more expensive cuts, as the demand is greater because lower prices must be accepted for cheaper cuts when the demand is less.

In the first instance, a 25% gross margin may be made by the retailer, and in the second instance a 22% gross margin may be made.

The following tables speak for themselves:

—25% Margin for Retail Butcher—			
% of Carcass	Cut	Retail Price	Money
5.78	Porterhouse	.55	3.18
9.29	Sirloin	.48	4.46
11.43	Round	.38	4.34
4.52	Rump	.30	1.36
8.76	Rib	.43	3.77
16.48	Pot roast	.28	4.61
6.50	Navel	.22	1.43
5.13	Brisket	.20	1.03
5.09	Hamberg	.22	1.12
12.55	Soup	.15	1.88
5.19	Bones	.02½	.13
3.93	Tallow	.12½	.49
0.42	Shop scrap	.02½	.01
0.36	Kidneys	.15	.06
3.06	Kidney suet	.28	.86
0.55	Flank steak	.35	.19
0.86	Shrink	....	....
100%			28.92

At another scale of retail prices the figures show:

% of Carcass	Cut	Retail Price	Money
5.78	Porterhouse	.60	3.47
9.29	Sirloin	.50	4.65
11.43	Round	.34	3.87
4.52	Rump	.30	1.36
8.76	Rib	.40	3.50
16.48	Pot roast	.24	3.96
6.50	Navel	.18	1.17
5.13	Brisket	.20	1.03
5.09	Hamberg	.18	.92
12.55	Soup	.18	2.26
5.19	Bones	.02½	0.13
3.93	Tallow	.10	0.39
0.42	Shop scrap	.02½	0.01
0.36	Kidneys	.15	0.05
3.06	Kidney suet	.25	0.77
0.55	Flank steak	.30	0.17
0.86	Shrink	....	....
100%			27.71

If you are looking for a good position watch for opportunities on the "Wanted" page of The National Provisioner.

*Do you need a good Packinghouse Superintendent or Foreman?*

Now is the time to get him—through the "WANTED" Page of THE NATIONAL PROVISIONER. Send advertisements either to Chicago or New York office.

## PROVISIONS AND LARD

### WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

#### Prices Steady—Trade Quiet—Some Export Interest—Livestock Movement Maintained.

The developments in the future market have not been very pronounced during the week. The position of meats has been fairly well held but there seems to be a lack of interest in lard, which has been a continuation of the conditions existing for some time and which has been reflected in further increase in the stocks of hog products at Chicago, particularly in large gains in lard and the small gains in meats. It is evident from the figures available that the distribution of fats is continuing in quite a disappointing way due to different causes and there has been an accumulation of fats out of proportion to the changes in the stocks of meats.

The Chicago stocks of hog products reported for the first of July showed a total of lard of about the largest on record, while the stock of meats was 36,000,000 lbs. less than a year ago, and the stock of lard was 17,000,000 lbs. more than a year ago. The stock of new lard gained during the month 16,000,000 lbs., while the stocks of other lards gained about 2,225,000 lbs. The comparative stocks follow:

	July 1, 1921.	May 1, 1921.	July 1, 1920.
Pork, new, bbls. . . . .	3,448	5,272	22,618
Pork, old, bbls. . . . .	.....	.....	535
Pork, other . . . . .	33,723	33,947	41,019
Lard, new, lbs. . . . .	104,374,000	88,467,000	85,181,000
Lard, old, lbs. . . . .	.....	.....	2,590
Lard, other . . . . .	10,819,000	8,654,900	13,382,000
Total . . . . .	115,193,000	97,121,000	98,566,000
Ribs, lbs. . . . .	9,424,000	7,710,000	14,846,000
Total cut meats . . . . .	124,617,000	104,831,000	113,412,000

The movement of livestock has been without essential change. Cattle have moved fairly steadily notwithstanding the development in the low grade market. Hogs have been in entirely good demand and this has been reflected in the receipts. The local slaughter at the leading points keeps up quite well and the supplies available seems to be about equal to the advance.

An interesting statement was issued during the week claiming that there was evidence of increased foreign demand for provisions due in part to the fact that for some time the demand abroad has been supplied through consignment. These supplies, it is claimed, have been pretty well taken care of abroad; now the buying has to be supplied by immediate purchases on this side. This situation has not been reflected, however, in any special increase in the volume of actual shipments.

The comparative figures of the exports of provisions during the month of May and for eleven months this fiscal year show rather important changes. The total for the eleven months for the past three years follow:

	1919.	1920.	1921.
Beef, canned, lbs. . . . .	101,884,000	24,368,000	10,509,000
Beef, lbs. . . . .	316,993,000	141,034,000	20,946,000
Beef, pickled and other cured . . . . .	40,399,000	29,820,000	21,280,000
Olco oil, lbs. . . . .	46,925,000	70,494,000	96,462,000
Oleomargarine . . . . .	16,494,000	20,573,000	6,116,000
Tallow . . . . .	11,129,000	30,969,000	16,065,000
Bacon, lbs. . . . .	1,065,806,000	742,935,000	454,286,000
Hams, shoulders, lbs. . . . .	570,585,000	172,343,000	153,474,000
Lard, lbs. . . . .	610,442,000	542,115,000	678,501,000
Neutral lard . . . . .	14,531,000	21,098,000	20,306,000
Pork, canned . . . . .	4,792,000	3,130,000	1,029,000
Pork, fresh . . . . .	9,353,000	23,133,000	55,005,000
Pork, pickled . . . . .	28,373,000	37,718,000	29,948,000
Lard, compounds . . . . .	115,272,000	40,486,000	37,256,000
Butter . . . . .	32,929,000	26,450,000	7,188,000

The fact that the American stocks of lard are almost at record proportions, notwithstanding the decrease in kill for the past year and the lard exports, is considered as certainly suggesting a decrease in domestic use. On the other hand the fact that the stocks of meats are increasing rather moderately in view of the very heavy decrease in exports would seem to indicate that the domestic consumption has increased. The lard situation has been such that considerable quantities have been delivered on Chicago contracts, the position of the contract apparently making for a better distribution than actual shipping demand.

The outlook as to the hog supply does not indicate any particular change. The price of hogs and the price of feedstuffs is making for a better market for the feedstuffs in the shape of hogs than as feedstuffs and naturally this is encouraging for farm production. The encouragement given livestock raisers in the financial advances which have been made is encouraging for the maintenance of supplies but the most important encouragement continues in the relative relation of the price of feedstuffs to the price of livestock and the decrease in farm labor

costs at the same time.

**PORK.**—The market the past week was dull and firm with the better feeling west, but cash demand on the whole continued moderate. At New York mess was quoted at \$24@24.50; family, \$30@33; and short clears, \$22@24.50. At Chicago mess was quotable at \$19.25.

**LARD.**—The market was somewhat stronger with demand in fair volume both domestic and export and the market influenced by the advance in live hogs. At New York prime western was quoted at 11.60@11.70c; middle western, 11.25@11.35c; New York City, 10.50@10.75c; refined to the continent, 12½c; South American, 13c; and Brazil in kegs, 14c; while compound lard at New York advanced ¼c a lb. to 9½@9¾c carlot basis. At Chicago regular lard in round lots was quoted at July price; loose lard, 80c under July, and leaf lard 9 to 9¼c.

**BEEF.**—The market was very quiet but was steadily held. At New York mess was quoted at \$12@14; packet, \$14@15; family, \$16@17; and extra Indian mess, \$20@22.

SEE PAGE 35 FOR LATER MARKETS.

## Meat and Livestock Situation in June

The situation in the meat and livestock industries during the month just ended was featured by improvement in the export trade. The domestic situation was not so encouraging, though the outlook was somewhat encouraging. In its monthly review the Bureau of Public Relations of the Institute of American Meat Packers says:

#### Foreign Trade in Pork.

The improvement in export trade overshadowed by the institute's last review of the meat and livestock situation occurred during June and proved the most significant feature of the month. Foreign trading, which had been confined to purchases from spot stocks already abroad, expanded into orders for shipment from the United States. England, Holland and Belgium all exhibited a greater demand for American pork.

There was a vigorous revival of trade with the United Kingdom. British buyers were active not only in the spot market but, when spot stocks proved inadequate, in the contract market as well.

Prior to June, traders in England were deterred by the labor situation there. Near the end of May and at the beginning of June, American packers received messages from their English representatives urging that shipments, already light, be reduced greatly. For a while, little or nothing was shipped to the United Kingdom.

But when later indications pointed to a settlement of the British strike, English traders came back into the market vigorously. In fact, there was nothing else for them to do, since pork stocks in the United Kingdom, with the exception of large quantities of bacon not adaptable for filling the Briton's demand for fresh-cured meats, were very low.

Consequently, England bought sweet pickled and dry salt meats freely. The demand for hams was especially good. Lard did not fare as well as the meats, but was sold in moderate quantities, with

the demand improving during the last half of the month.

Improvement in the export demand from Continental Europe occurred in the case of Belgium and Holland. The lard trade with Germany continued on about the same scale as in the previous month, while the trade in meats was better. Most of the purchases on the Continent were from spot stocks, but some orders for shipments were received from Antwerp and Amsterdam.

There was more real optimism and confidence manifested by the heads of export departments at the end of June than there had been for a long time. A number of experts on the foreign meat trade say frankly that they are anticipating a normal export business during the summer and fall.

#### Domestic Pork Business.

While the situation at home gives no cause for pessimism concerning the pork trade, it lacks the definite encouraging features of the foreign business. The outlook is viewed more favorably than the current market. There are certain elements in the present situation which provisions experts construe optimistically with respect to the future.

Moreover, the domestic trade has not been discouraging. Foreign demand for pork has had an influence on the market for certain pork cuts in this country. For example, the brisk trade with England has strengthened the market for hams both at home and abroad. Lard, despite the fact that stocks were larger than the stocks in June, 1920, manifested more strength and was selling slightly higher at the end of the month. The price, of course, is still very low. Hams and picnic advanced in price. Bacon just about held its own. Standard bacon—bacon of medium grade—is selling at wholesale about 25 per cent cheaper per pound than hams of the same grade even though bacon is all meat and ham contains bone. This price relation, however, does not apply to fancy bacon and fancy hams.

Fresh pork was obtainable at lower wholesale prices at the end of June. Pork



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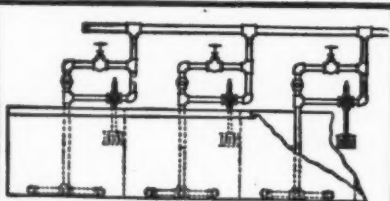
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loins were bringing about 35 per cent less than at the corresponding time last year. Skinned shoulders showed a decrease of 40 per cent during the same period and Boston butts, about 42 per cent.

Pork stocks are more or less centralized in the Middle West, which at present is a market place for both the East and the Pacific Coast. Cold storage stocks of pickled pork reported by the Government at the beginning of June were only 366,359,000 pounds as compared with 371,543,000 pounds on June 1 last year. Cold storage stocks of dry salt pork were only 240,152,000 pounds as compared with 430,742,000 pounds on June 1, 1920.

#### The Hog Situation.

The hog market advanced somewhat. Average dressing yields showed a slight decline.

Figures showing the receipts at 69 markets for the first five months of 1921 show a decrease of about 6 per cent as compared with receipts during the corresponding period last year.

Moreover, the census figures on live-stock, made available in June, indicate that there are fewer hogs in the country than had been estimated. The census figures placed the number of swine on farms on January 1, 1920, at 59,368,167. This is less by 12,358,833 than a previous official estimate for the same date—an estimate which heretofore has been used as a base by many persons in attempting to approximate the current number of swine. From the viewpoint of the live-stock producer, the census figures constitute an encouraging factor.

#### Cattle and Beef.

Warm weather hurt the beef trade. This was particularly true at the end of the month. Forequarter meat has been moving sluggishly at extremely low prices, and the wholesale prices of forequarter cuts are lower than they have been in a long time. The best chucks are selling for less than eight cents a pound, and plate beef at wholesale is bringing less than five cents. At wholesale prices, a dollar's worth of the best chuck would provide enough pot roast for fifteen or twenty men doing hard physical labor.

As far back as the latter part of May there was a slackened demand for beef and an oversupply. This resulted in still lower prices for live cattle and dressed beef. There was a good response to the new price reductions, and, until the warm weather toward the end of June, the beef trade was, on the average, fairly satisfactory.

Unemployment continues to exercise an influence on the fresh beef trade.

Some Southern cattle have been taken "off the grass" and sent to market. Grass-fed "native cattle" are also appearing in the receipts. But corn-fed cattle still predominate, and the general quality of cattle and beef is good.

The census figures reported 35,424,458 beef cattle on farms January 1, 1920, or 9,325,542 fewer than a previous estimate for the same date from another official source. The total number of cattle reported as of January 1, 1920, including both beef and dairy animals, was 66,810,836, or 1,558,164 fewer than had been estimated.

#### Sheep and Lambs.

There was an excellent demand for lamb, with a good trade during the first half of June. This is attributable to the fact that the bulk of the lamb run consisted of spring lambs of good quality.

About the middle of the month, heavy receipts at Jersey City of Southern lambs showing only medium quality, and liberal receipts at Ohio river markets of Kentucky and Tennessee lambs created a glut in Southern and Eastern centers.

The lambs mentioned above were received about two weeks earlier than normally. When they resulted in a greater supply of lamb of medium quality than the heavy lamb-consuming centers along the eastern seaboard could absorb, a de-

cline in the price of the live animal and the dressed meat followed.

The number of sheep on farms January 1, 1920, as reported by the census figures was 34,984,524, or 12,129,476 fewer than had been estimated.

#### MEAT IMPORTS IN APRIL.

Imports of meat and meat food products during the month of April, by countries, are reported by the Bureau of Animal Industry as follows:

	Fresh and refrigerated. Beef. Pounds.	Canned Other, and cured. Pounds.	Other products. Pounds.
Australia	1,638,006	689,609	294
Canada	32,058	121	86,108
New Zealand	32,058	121	31,725
Uruguay			
Other countries		5,960	17,995
<b>Total:</b>			
April, 1921	1,690,964	689,609	164,296
April, 1920	3,125,774	3,738,845	538,097
10 mos. end.			
April, 1921	30,249,626	93,436,702	5,346,833
April, 1920	27,968,880	14,979,903	1,819,363

#### STOCKS OF PROVISIONS.

Stocks of provisions at Chicago, Kansas City, Omaha, St. Joseph, Milwaukee, St. Louis and East St. Louis, at the end of June are officially reported as follows:

	July 1, '21	June 1, '21	July 1, '20
Mess pork, new	3,494	5,322	24,673
Other pork	52,714	50,943	70,197
<b>Total lbs.</b>	56,208	56,265	94,870
P. S. lard, new	122,437,000	105,118,000	100,802,000
P. S. lard, old			2
Other lard	21,725,000	14,547,000	25,354,000
<b>Total lbs.</b>	144,162,000	119,665,000	128,156,000
<b>DRY SALT—</b>			
Short ribs	18,720,000	16,518,000	17,409,000
Short clears	1,117,000	1,523,000	8,146,000
Extra clears	9,796,000	10,351,000	13,892,000
Extra ribs	2,501,000	1,750,000	2,164,000
Fat backs	20,069,000	22,954,000	24,015,000
Shoulders	2,334,000	1,541,000	6,156,000
Bellies	72,739,000	70,985,000	68,278,000
Other cuts	42,384,000	42,244,000	87,589,000
<b>Total lbs.</b>	169,664,000	167,869,000	225,652,000
<b>PICKLED</b>			
Hams	67,898,000	71,993,000	75,558,000
Skinned hams	29,446,000	30,854,000	29,716,000
Picnics	23,971,000	22,612,000	27,255,000
Shoulders	548,000	434,000	377,000
Bellies	33,502,000	32,571,000	27,405,000
<b>Total lbs.</b>	155,366,000	158,406,000	160,313,000
<b>Total cuts</b>	325,031,000	326,335,000	385,966,000

#### EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ending July 2, 1921, with comparisons:

	Week ended July 2, 1921.	Week ended July 3, 1920.	From Nov. 1, 1920, to July 2, 1921.
<b>PORK, BBLs.</b>			
United Kingdom	2,192	825	1,485
Continent			14,497
So. and Cent. Amer.			2,910
West Indies			11,818
B. N. A. Colonies			894
Other countries			531
<b>Total</b>			32,129
<b>BACON AND HAMS, LBS.</b>			
United Kingdom	7,363,800	28,539,000	263,461,300
Continent	1,650,000	11,806,200	105,170,200
So. and Cent. Amer.			879,951
West Indies			9,250,240
B. N. A. Colonies			165,008
Other countries			505,958
<b>Total</b>	9,013,800	40,435,200	379,432,717
<b>LARD, LBS.</b>			
United Kingdom	5,190,220	8,651,900	212,384,792
Continent	3,189,144	7,148,376	316,443,795
S. and Cent. Amer.			1,144,449
West Indies	47,000		7,759,298
B. N. A. Colonies			47,447
Other countries			188,176
<b>Total</b>	10,426,364	15,800,476	537,967,957

	From— Pork, lbs.	Bacon and Hams, lbs.	Lard, lbs.
New York	1,107,000	730,000	6,951,364
Boston	33,000	435,000	47,000
Philadelphia	4,596,000	2,265,000	
Baltimore			
Montreal			
<b>Total, week</b>	10,426,364	15,800,476	537,967,957
Previous week	13,285,800	11,471,640	
Two weeks ago	80	7,849,360	
Cor. week, 1920	1084	40,435,200	15,800,436

Comparative summary of aggregate exports, in lbs., from Nov. 1, 1920, to July 2, 1921:

	1920 to July 2, 1921.	1919 to 1920.	Increase.
Pork	6,425,800	6,064,800	361,000
Bacon and hams	379,432,717	218,916,662	160,516,055
Lard	537,967,957	422,619,063	115,348,894

†Decrease.

# TALLOW, STEARINE, GREASE AND SOAP

## WEEKLY REVIEW

**TALLOW.**—The market has continued a very dull and featureless affair with the undertone rather heavy notwithstanding a further advance in pure lard, and the cotton oil market. Consuming demand continued to hold off, although the soap trade is reported fair, and offerings were sufficiently large to prevent any betterment in conditions. The weakness in the domestic tallow markets has shut out the South American product, offerings of which have dried up completely. In the west packers' No. 1 was  $\frac{1}{2}$ c to  $\frac{1}{2}$ c lower than a week ago, while at New York the market was nominally unchanged. Australian tallow at London was very steady and unchanged with the choice grade at 40s 6d and good mixed at 37s 6d. At New York prime city was quoted at  $3\frac{1}{2}$ c nominal, special loose,  $4\frac{1}{2}$ c nominal, edible, 6c asked. At Philadelphia prime city loose at  $3\frac{1}{2}$ c; special loose,  $4\frac{1}{2}$ c; prime country,  $2\frac{1}{2}$ c; edible in tierces,  $6\frac{1}{2}$ c. At Chicago packers' No. 1,  $3\frac{3}{4}$ @4c, and edible,  $5\frac{1}{2}$ @ $5\frac{1}{2}$ c.

**OLEO STEARINE.**—The market was a little more active and sales of a few cars were reported at 8c at New York, an advance of  $\frac{1}{2}$ c from the previous sale. At Chicago the market was unchanged with oleo at  $7\frac{1}{4}$ @ $7\frac{1}{4}$ c. The improvement in the eastern compound lard trade and the advance in cottonseed oil undoubtedly brought about the better feeling in the market making for more limited offerings, but in the west the compound lard demand continued to drag. At New York oleo was quoted at 8c.

**OLEO OIL.**—The market the past week was slightly better in the east with prices up  $\frac{1}{4}$ @ $\frac{1}{2}$ c a lb. with consuming interest a little more active, and with offerings less free. The action of oleo stearine had a stimulating effect, but the trade does not follow the upturns. At New York extra oleo was quoted at  $9\frac{1}{4}$ c, while at Chicago extra was quoted at  $8\frac{3}{4}$ @ $9$ c, the latter being unchanged from a week ago.

SEE PAGE 35 FOR LATER MARKETS.

**LARD OIL.**—The strength in pure lard has created a stronger feeling amongst holders and there has been a slight stiffening in values. At New York edible was quoted at  $\$1.10$ @ $1.15$  per gallon; inedible,  $78$ @ $82$ c; extra, No. 1,  $65$ @ $70$ c; No. 1,  $62$ @ $63$ c; No. 2,  $60$ @ $61$ c.

**NEATSFOT OIL.**—There was little feature to the market, and prices showed

little change compared with last week. At New York pure refined was quoted at  $77$ @ $79$ c; extra No. 1 at  $72$ @ $74$ c; No. 1,  $68$ @ $70$ c; No. 2,  $64$ @ $66$ c.

**GREASES.**—The market was again featured by inactivity and a rather easy undertone exists. New York yellow and choice house was quoted at  $3$ @ $3\frac{1}{4}$ c; brown,  $2\frac{1}{4}$ @ $3$ c; white,  $4\frac{1}{2}$ @ $6\frac{3}{4}$ c. There has been some further export inquiry for choice white grease at  $6\frac{1}{2}$ c, but no important business has been disclosed. In the west the market was only fairly active, with brown at Chicago  $2\frac{1}{2}$ @ $3$ c; yellow,  $3\frac{1}{4}$ @ $3\frac{3}{4}$ c; house,  $2\frac{1}{2}$ @ $3$ c; and choice white,  $5\frac{1}{2}$ @ $5\frac{1}{2}$ c.

### CANADIAN CATTLE MARKETS.

Sales of cattle and calves at chief Canadian centers, with top prices for selects, compared to the same time a week and a year ago, are reported as follows by the Markets Intelligence Division of the Dominion Department of Agriculture for the week ending June 30, 1921:

	Sales			Top price good steers		
	Week ending June 30, 1920.	Same week ending June 23, 1921.	Week ending June 30, 1920.	Week ending June 23, 1921.	Same week ending June 30, 1920.	Week ending June 23, 1921.
Toronto (U. S. Y.)	4,769	7,810	5,334	$\$8.00$	$\$16.25$	$\$8.45$
Montreal (Pt. St. Chs.)	800	801	500	8.25	16.00	8.50
Montreal (E. End)	816	756	660	8.25	16.00	8.50
Winnipeg	1,309	1,481	1,167	8.25	15.50	8.50
Calgary	838	677	878	6.50	12.00	6.50
Edmonton	235	166	191	6.50	12.25	6.50

### CALVES.

	Sales			Top price good calves		
	Week ending June 30, 1920.	Same week ending June 23, 1921.	Week ending June 30, 1920.	Week ending June 23, 1921.	Same week ending June 30, 1920.	Week ending June 23, 1921.
Toronto (U. S. Y.)	2,192	1,999	2,099	$\$11.00$	$\$18.50$	$\$12.00$
Montreal (Pt. St. Chs.)	1,896	1,355	2,356	7.25	15.50	8.00
Montreal (E. End)	1,197	1,193	1,139	7.25	15.50	8.00
Winnipeg	387	250	426	10.50	17.50	11.00
Calgary	141	62	82	9.00	13.00	10.00
Edmonton	25	113	19	9.00	12.50	9.00

### MEAT SUPPLIES AT PHILADELPHIA.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending July 1, 1921, with comparisons:

Western dressed meats:	This week.	Last week.
Steers, carcasses	1,646	2,343
Cows, carcasses	294	523
Bulls, carcasses	129	307
Veal, carcasses	1,818	1,972
Lamb, carcasses	5,134	7,449
Mutton, carcasses	848	1,315
Pork, lb.	534,006	240,055
Local slaughters:		
Cattle	2,030	2,611
Calves	1,828	2,102
Sheep	5,695	6,123
Hogs	12,303	17,148

### GREEN AND SWEET PICKLED MEATS.

(Special Letter to The National Provisioner from the Davidson Commission Co.)

Chicago, July 6.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green,  $8$ @ $10$  lbs. avg., 24c;  $10$ @ $12$  lbs. avg.,  $23\frac{1}{2}$ c;  $12$ @ $14$  lbs. avg.,  $23\frac{1}{2}$ c;  $14$ @ $16$  lbs. avg., 23c;  $16$ @ $18$  lbs. avg., 23c;  $18$ @ $20$  lbs. avg., 23c. Sweet pickled,  $8$ @ $10$  lbs. avg.,  $24\frac{1}{4}$ c;  $10$ @ $12$  lbs. avg., 24c;  $12$ @ $14$  lbs. avg.,  $23\frac{3}{4}$ c;  $14$ @ $16$  lbs. avg.,  $23\frac{3}{4}$ c;  $16$ @ $18$  lbs. avg., 24c;  $18$ @ $20$  lbs. avg.,  $24\frac{1}{4}$ c.

Skinned Hams—Green,  $14$ @ $16$  lbs. avg.,  $25\frac{1}{2}$ c;  $16$ @ $18$  lbs. avg.,  $25\frac{1}{2}$ c;  $18$ @ $20$  lbs. avg.,  $25\frac{1}{2}$ c;  $20$ @ $22$  lbs. avg., 25c;  $22$ @ $24$  lbs. avg.,  $24\frac{1}{2}$ c. Sweet pickled,  $14$ @ $16$  lbs. avg.,  $26\frac{1}{2}$ c;  $16$ @ $18$  lbs. avg.,  $26\frac{1}{2}$ c;  $18$ @ $20$  lbs. avg., 26c;  $20$ @ $22$  lbs. avg.,  $25\frac{1}{2}$ c;  $22$ @ $24$  lbs. avg., 25c.

Picnic Hams—Green,  $4$ @ $6$  lbs. avg.,  $12\frac{1}{4}$ c;  $6$ @ $8$  lbs. avg.,  $11\frac{1}{4}$ c;  $8$ @ $10$  lbs. avg., 11c;  $10$ @ $12$  lbs. avg.,  $10\frac{3}{4}$ c. Sweet pickled,  $4$ @ $6$  lbs. avg., 13c;  $6$ @ $8$  lbs. avg.,  $12\frac{1}{4}$ c;  $8$ @ $10$  lbs. avg.,  $11\frac{3}{4}$ c;  $10$ @ $12$  lbs. avg.,  $11\frac{1}{2}$ c.

Clear Bellies—Green,  $6$ @ $8$  lbs. avg., 25c;  $8$ @ $10$  lbs. avg., 21c;  $10$ @ $12$  lbs. avg., 17c;  $12$ @ $14$  lbs. avg., 15c;  $14$ @ $16$  lbs. avg., 14c. Sweet pickled,  $6$ @ $8$  lbs. avg.,  $20\frac{1}{2}$ c;  $8$ @ $10$  lbs. avg.,  $17\frac{1}{2}$ c;  $10$ @ $12$  lbs. avg.,  $15\frac{1}{2}$ c;  $12$ @ $14$  lbs. avg.,  $13\frac{1}{2}$ c;  $14$ @ $16$  lbs. avg.,  $12\frac{1}{2}$ c.

### PORK CUTS AT NEW YORK.

(Special Report of The National Provisioner from H. C. Zaun.)

New York, July 6, 1921.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins,  $26$ @ $28$ c; green hams,  $8$ @ $10$  lbs., 23c;  $10$ @ $12$  lbs., 23c;  $12$ @ $14$  lbs., 22c; green clear bellies,  $8$ @ $10$  lbs., 19c;  $10$ @ $12$  lbs., 18c;  $12$ @ $14$  lbs., 17c; green rib bellies,  $10$ @ $12$  lbs., 16c;  $12$ @ $14$  lbs., 15c; sweet pickled clear bellies,  $6$ @ $8$  lbs., 14c;  $8$ @ $10$  lbs., 15c;  $10$ @ $12$  lbs., 14c;  $12$ @ $14$  lbs., 13c; sweet pickled rib bellies,  $10$ @ $12$  lbs., 13c;  $12$ @ $14$  lbs., 12c; sweet pickled hams,  $8$ @ $10$  lbs., 25c;  $10$ @ $12$  lbs., 24c;  $12$ @ $14$  lbs., 23c; dressed hogs,  $14\frac{1}{2}$ c; city steam lard,  $10\frac{3}{4}$ @ $11$ c; compound,  $9\frac{1}{4}$ c.

Western prices on green cuts are as follows: Pork loins,  $8$ @ $10$  lbs., 22c;  $10$ @ $12$  lbs., 21c;  $12$ @ $14$  lbs., 20c;  $14$ @ $16$  lbs., 19c; skinned shoulders, 14c; boneless butts, 22c; Boston butts, 15c; lean trimmings, 11c; regular trimmings, 7c; spare ribs, 10c; neck ribs, 4c; kidneys, 4c; livers, 2c; pig tongues, 9c; tails, 9c.

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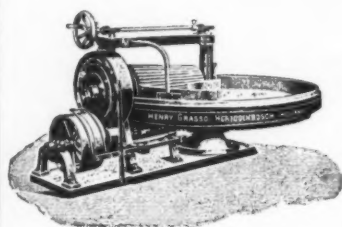
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### SOUTHERN MARKETS.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., July 7, 1921.—Basis prime crude cottonseed oil firm, 6½c. Good seven per cent meal nominally \$31.50; hulls, \$7.00 loose, \$10.00 sacked.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., July 7, 1921.—Prime crude cottonseed oil firm, 6½c bid; 6½c asked, all directions; stocks light, refined active, bleachable scarce. Seven per cent meal \$30.00; eight per cent meal \$33.00; loose hulls \$7.00; sacked hulls \$10.00, all f. o. b. interior points.

### MAY OLEOMARGARINE OUTPUT.

Official government reports just compiled of the output of oleomargarine for the month of May, 1921, as shown by revenue stamp sales, indicate that the production for that month was 424,059 pounds colored and 11,892,556 pounds uncolored, a total of 12,316,615 pounds. This is 8,496,914 pounds less than the production for the preceding month, and 19,978,873 pounds less than the same month a year ago. Official government figures, based on stamp sales, showing oleomargarine production in the United States for the last thirteen months, are as follows:

	Pounds.
May, 1920 .....	32,295,588
June .....	22,309,738
July .....	24,046,328
August .....	28,141,070
September .....	29,819,454
October .....	28,249,201
November .....	32,098,072
December .....	23,869,052
January, 1921 .....	22,688,298
February .....	20,296,972
March .....	21,361,287
April .....	21,813,529
May .....	12,316,615

### CHEMICALS AND SOAP SUPPLIES.

(Special Letter to The National Provisioner.)

New York, July 5, 1921.—Latest quotations on chemicals and soapmakers' supplies are as follows: 74 to 76% caustic soda, 4¼@4½c lb.; 60% caustic soda, 3¾@4c lb.; 98% powdered caustic soda, 5@5¼c lb.; 48% carbonate of soda, 2½@3c lb.; 58% carbonate of soda, 2½@3c lb.; talc, 1¾@2c lb.; silic, \$20 per 2,000 lbs.

Clarified palm oil in casks of 2,000 lbs., 6¾@7c lb.; yellow olive oil, \$1.35@1.40 gal.; Cochin coconut oil, 11½@12c lb.; Ceylon coconut oil, 10½@11c lb.; cottonseed oil, 8@8¼c lb.; soya bean oil, 7¾@8c lb.; corn oil, 8@8¼c lb.; peanut oil in bbls., deodorized, 10@10¼c lb.; crude, 6@7c lb.

Prime city tallow, special, nominal, 4¼c lb.; dynamite glycerine, nominal, 12¼@13c lb.; saponified glycerine, 88%, nominal, 9@10c lb.; crude soap glycerine, nominal, 7½@8c lb.; chemically pure glycerine, nominal, 16½@17c lb.; prime packers' grease, nominal, 3¼@3½c lb.



## VEGETABLE OILS

### WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

**Market Strong—July Deliveries Small—Lard Advancing—Cotton Start Bullishly Construed—Cash Demand Fair—Compound Trade Improving.**

The cottonseed oil future market on the New York Produce Exchange was featured the past week by an advance of some 40 to 60 points, the nearby delivery showing the greatest strength, and the week witnessed a gradual improvement in daily operations, both on the part of the trade and the public. The outstanding feature was the government crop report, indicating a very moderate crop start, while the limited amount of selling pressure even on the upturn attracted much attention.

Conditions in general were of a constructive character, and the market showed more disposition to respond to these developments than it had for some days past. Commission houses with western and southern connections were good buyers at times, while Wall street bought moderately and the advance was stimulated somewhat by uneasiness amongst July shorts, owing to the failure of any important deliveries on July contracts. Stop loss orders were uncovered. While profit taking tended to check the bulges at times, the undertone was persistently

strong and what oil appeared for sale was readily absorbed. Sentiment generally was more friendly, but there was a little disposition to go slow as the market has now advanced about  $1\frac{1}{2}$ c a lb. on July and September from the low of the season, a little more than  $1\frac{1}{2}$ c a lb. from the season's lows for October, while the distant positions were up about  $\frac{1}{2}$ c a lb. from the extreme low point.

The crude oil market in the south gave further signs of having been cleaned up, and with offerings light crude in the south-east advanced to  $6\frac{1}{4}$ c bid, with but few sales, in the valley the market was 6c bid, while in Texas sales were reported as high as  $6\frac{1}{4}$ c. With crude oil above a parity, compared with July, there was little incentive for making deliveries on contract, particularly with July at liberal discount under September and as a result the July position advanced to above the 8c level for the first time in weeks. Bleachable oil, Texas, was reported to have sold at 7c a lb., while sales at  $7\frac{1}{4}$ c New Orleans were claimed.

Compound lard feeling the effects of an improved eastern demand advanced  $\frac{1}{4}$ c a lb. to  $9\frac{1}{2}$ @ $9\frac{3}{4}$ c in carlots, but in the west compound sales continued slow. The crude strength has had a stiffening effect on compound lard, while the persistent advance in pure lard has tended to divert more attention towards the substitute article, with New York City lard  $10\frac{1}{2}$ @ $10\frac{3}{4}$ c or a full cent over the compound levels, whereas a short while ago pure

lard was underselling compound. It is quite true that there is room for improvement in the competing basis, but all of the leading compound interests claimed a good trade for this season of the year, with the orders coming in mainly for small lots, but the demand is so persistent that the total sales aggregated liberal amounts. This latter feature is particularly true of the demand for cash oil, and the trade's attitude of taking only immediate requirements has largely been responsible for the misleading information from time to time of slow consuming demand.

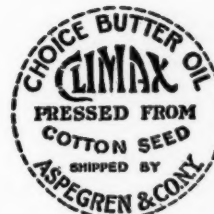
The strength in cotton oil has begun to be felt in some of the competing oils. Domestic crude peanut oil advanced about  $\frac{3}{4}$ c a lb. from the levels of a week ago to 6.35c sales, while oleostearine advanced  $\frac{1}{2}$ c a lb. with sales at New York at 8c, and lard stearine was  $\frac{1}{2}$ c higher, with sales at  $12\frac{1}{2}$ c. The tallow market, however, continued to drag and city special loose was quoted at  $4\frac{1}{2}$ c nominal. The lard market in the west advanced over  $\frac{1}{2}$ c a lb. during the week, and was up nearly 2c a lb. from the season's lows, notwithstanding the heavy stocks, which are in strong hands, while the hog market has been persistently strong, and the foreign oil and lard markets higher. Refined cottonseed oil at Hull advanced 6d during the week to 42s 6d per hundred, and crude oil at Hull to 36s 6d. The English lard market was  $1\frac{1}{6}$  to  $2\frac{1}{3}$  above the levels of the previous week,

# ASPEGREN & CO.

Produce Exchange Building  
NEW YORK CITY  
DISTRIBUTORS



AGENTS  
IN  
PRINCIPAL EASTERN CITIES



SELLING AGENTS FOR

The Portsmouth Cotton Oil Refining Corp., Portsmouth, Va.  
The Gulf & Valley Cotton Oil Co., Ltd., New Orleans, La.  
The International Vegetable Oil Co., Savannah and Atlanta, Ga.

**LAW & COMPANY, Inc.**

FORMERLY THE PICARD-LAW CO.

Consulting, Analytical, Engineering

**Chemists**

and Bacteriologists

Experts in the Chemistry of

**Vegetable Oils**

and specialists in the analysis of

**PACKINGHOUSE PRODUCTS  
FERTILIZERS****CATTLE FEED****FUEL, LUBRICATING OILS  
AND BOILER WATERS**

Main Laboratories:

Carolina Branch:

Atlanta, Ga.

Wilmington, N. C.

while Australian tallow at London was about unchanged.

There is no pressure of actual oil in the market, and with stocks decreasing rapidly, some of the more important interests are anticipating a further upturn to around the 8½¢ levels for the spot positions, and around 9¢ for September and October. A rumor has been current that considerable loose oil has been switched between refiners for September contracts, although nothing definite as yet has come to light. It will be remembered that there was considerable switching of loose oils for July contracts before the present advance in the market took definite form, and whether or not the switching between loose oil and September has been sufficiently large enough to result in a further strengthening factor remains to be seen.

The government July cotton report placed the condition at 69.2% of normal, a gain of 3.2% over the condition on May 25, compared with 70.7% last year, and a 10-year average condition of 78.8%. The cotton acreage was given at 26,519,000 acres, compared with 37,043,000 acres last year, a decrease of 10,524,000 acres or 28.4% decrease. The condition of 69.2 per cent forecasted a yield per acre of about 152.2 lbs. and a total cotton production of 8,433,000 bales, against 13,365,000 bales last year, 11,421,000 two years ago, 12,040,000 three years ago, and 11,302,000 four years ago.

The decrease in the acreage practically confirmed the private estimates and the indicated crop was about in line with expectations. Weather conditions the past week have shown some improvement with rains in the east where needed, and drier weather in the west, which permitted necessary cultivation. However, it is assured that the cotton production this year will be far below last year's output, which means a corresponding reduction in the production of cottonseed oil this year, and on the present outlook the most optimistic estimate on the cotton oil crush was for a possible production of 2,500,000 bbls. The cotton crop has the critical period to pass thru before it is made and it appears more than likely that any serious developments will be reflected to a greater extent in cotton oil than it will in the cotton market itself, as the carryover of cotton is exceedingly large, while the indications are that the carryover of old cotton oil will be moderate.

With the tariff in force on certain foreign oils and importations of these oils curtailed the question as to what is the natural value of cottonseed oil under the present new crop prospects, is a problem. There are no comparisons by which the trade can be led, and as some of the trade leaders now see it there will be no burdensome supply of cottonseed oil the coming season. The question of foreign demand is of course in doubt, and opinions are decidedly mixed. The trade is anticipating a decidedly favorable government report, the middle of July, which will bear watching.

Deliveries on July contracts have been about 5,000 bbls. A good part of the oil was put out by interests who took delivery on May contracts, but it is understood that these same interests took back a good part of the oil.

**COTTONSEED OIL.—Market transactions**

Thursday, June 30, 1921.

Spot	Sales	Range		Bids	Closing
		High.	Low.		Asked.
July	1300	767	765	760 a	765
Aug.				780 a	785
Sept.	3100	801	800	800 a	801
Oct.	600	813	807	807 a	808
Nov.	100	785	785	780 a	785
Dec.	2700	798	790	790 a	792
Jan.	400	796	796	793 a	795
Feb.				790 a	800
Total sales 8,200. Prime Crude S. E., 6.00 bid.					

Friday, July 1, 1921.

Spot	Sales	Range		Bids	Closing
		High.	Low.		Asked.
July	3100	751	750	750 a	752
Aug.				786 a	795
Sept.	2000	801	800	800 a	802
Oct.	700	809	806	809 a	811
Nov.				785 a	795
Dec.	800	795	790	792 a	797
Jan.				795 a	798
Feb.				796 a	800
Total sales 7,600. Prime Crude S. E., 6.00 bid.					

Saturday, July 2, 1921.

Holiday.

Monday, July 4, 1921.

Holiday.

Tuesday, July 5, 1921.

Spot	Sales	Range		Bids	Closing
		High.	Low.		Asked.
July	3200	795	760	790 a	795
Aug.	700	810	794	810 a	815
Sept.	2900	827	806	828 a	830
Oct.	1800	834	815	833 a	835
Nov.	400	803	795	803 a	806
Dec.	3100	810	800	809 a	810
Jan.	700	815	802	812 a	815
Feb.				810 a	815
Total sales 13,400. Prime Crude S. E., 6.00 bid.					

Wednesday, July 6, 1921.

Spot	Sales	Range		Bids	Closing
		High.	Low.		Asked.
July	1700	802	790	795 a	797
Aug.	1200	823	819	820 a	825
Sept.	6900	840	823	834 a	836
Oct.	3200	843	830	840 a	843
Nov.	100	806	806	806 a	815
Dec.	1300	816	807	812 a	816
Jan.	400	817	815	815 a	820
Feb.				815 a	820
Total sales 15,400. Prime crude S. E., 6.25 bid.					

Thursday, July 7, 1921.

Market closed 10 points lower to 15 points net higher. Sales, 16,700 bbls. Tenders, 2,700 bbls. Prime crude, 6.50c; prime summer yellow, spot, 7.75c; July,

SEE PAGE 35 FOR LATER MARKETS.

**The Procter & Gamble Co.**

Refiners of All Grades of

**COTTONSEED OIL**

Boreas, Prime Winter Yellow  
Venus, Prime Summer White  
Jersey Butter Oil  
Aurora, Prime Summer Yellow

Puritan, Winter Pressed Salad Oil  
White Clover Cooking Oil  
Marigold Cooking Oil  
Sterling, Prime Summer Yellow

Refineries

IVORYDALE, O.  
PORT IVORY, N. Y.  
KANSAS CITY, KAN.  
MACON, GA.  
DALLAS, TEXAS

General Offices:  
CINCINNATI, OHIO  
Cable Address: "Procter"

**SALAD and COOKING OILS**

Best for salads and salad dressings. Best for shortening and cooking. Sold by progressive dealers.

Pure — Wholesome — Odorless.

**The American Cotton Oil Co.**

65 Broadway, New York

UNION SALAD OIL

IXL COOKING OIL

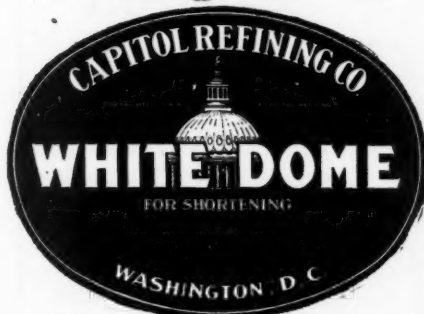
ACO WHITE COOKING OIL

BUTTER OIL

Cable Address "AMCOTOIL"

# CAPITOL REFINING CO.

Washington, D. C.



Stocks in Principal Cities east of the Mississippi



**MANUFACTURERS OF COOKING FATS, SALAD OILS AND SHORTENING  
REFINERS OF VEGETABLE OILS FOR MANUFACTURE OF MARGARINE**

7.85c; September, 8.39c; December, 8.28c; all bid.

**COCOANUT OIL.**—The market has been only moderately active with the undertone barely steady. Offerings are fair, while consumers showed a general lack of interest. At New York sellers' tanks coast basis was quoted at 8@8¼c with reports of small lots selling at 8¼c sellers' tanks nearby shipment current. Ceylon oil bbls. New York was quoted at 10@10¼c; Cochin bbls. 11@11¼c; edible 12¼@12½c. Copra on the coast was 4¼@4½c, while at New York copra was 4¾@5c.

**SOYA BEAN OIL.**—The market remained a very narrow affair with the interest on the part of consumers and importers extremely limited and the market nominally unchanged. Sellers' tanks coast basis New York were quoted at 5¾c, crude in bbls. New York 7¾@8c and refined 8¼@8½c.

**PEANUT OIL.**—The advance in cottonseed oil has stimulated this market somewhat and prices have advanced over ¼c a lb. for domestic crude peanut within a week. Sales of domestic crude f. o. b. the mill have been reported as high as 6.35c against 6c the early part of the previous week, with considerable interest in evidence owing to the fact that peanut was comparatively cheaper than cottonseed oil. Crude peanut oil in barrels New York was quoted at 9¼c; refined at 10@10¼c, while oriental tanks coast were 6¼c nominal, and Perilla in barrels 9¼@9½c.

**CORN OIL.**—The market for crude corn oil was a shade easier, but refined oil was steady and unchanged. Interest was small. At New York crude oil f. o. b. the mill was 5½@5¾c, crude New York bbl. 7½@7¾c, refined bbls. 9½c, cases \$1.11 a gallon.

**PALM OIL.**—The market was extremely quiet both here and abroad and about unchanged. At New York palm largos was quoted at 6½c, niger 5½@5¾c, and palm kernel imported at 9c. Domestic palm kernel was nominal.

## COTTON OIL EXPORTS.

Exports of cotton oil from New York during June were about 14,000 bbls. Exports from New Orleans during June were about 3,000 bbls.

Exports from New York, July 1 to July 5 were 200 lbs. Exports from New Orleans, July 1 to July 5, none. This report is unofficial.

## WORK OF MARGARIN INSTITUTE.

(Continued from page 19.)

That England's unwise policy was clearly understood by Adam Smith is shown in his analysis of the time as follows:

"But in the mercantile system the interest of the consumer is almost constantly sacrificed to that of the producer, and it seems to consider production and not consumption as the ultimate end and object of all industry and commerce."

The unsoundness of some of the provisions of the State and Federal margarin laws is that they give a particular class of producers a degree of monopoly of a particular class of foods at the expense of consumers. Monopolies and class legislation were at one time repugnant to our form of government.

Producers and manufacturers who can make their demands of legislative bodies square with the interests of consumers ought not to have any trouble in securing a compliance therewith.

That, gentlemen, is the policy which the Institute has adopted and to which it will steadfastly adhere in its dealings with all public officials and legislative bodies. Upon the reasonableness of it, the rubber stamp regulation was abolished.

## Collection of Basic Information.

This little compilation of typewritten data which I've had bound for the members of the Institute gives you an idea of what we hope to make complete for you at an early date. The information contained in it, together with that contained in this bound typewritten volume

of abstracts of the literature on the food value of margarin, butter, and other fats and oils, gives the Institute a pretty complete working basis for carrying out the purposes for which it was created.

The most important and necessary work of any new organization like this or of any new business enterprise is the collection of a lot of basic and, of course, correct information relating to the business in hand. It is laborious, too, if, as in the present case it has to be done by one man. The time of the Institute has been well spent in this manner, for it is certain that the information secured thus far is correct and sufficient for our purposes.

With the facts secured as indicated, it has been possible to write many worth while and long needed articles on several phases of margarin and of the margarin industry in America. These articles have been widely published and circulated in this country and abroad and have received favorable comment at home and abroad. This appears to be the first effort ever made in a comprehensive way to put the facts of margarin into our American literature. Much has been said and written about margarin by the enemies of margarin. Little was said or written about it by its friends in America until the creation of this Institute.

## Articles Which Have Been Published.

Some of the more important and complete articles which the Institute has written and caused to be published are as follows:

Oleomargarine and Oleomargarine Legislation in the United States.

**E. A. Stevenson & Co. Inc.**  
50 Broad St., New York City

Refiners of "Cobee" Coconut Oil,  
Churners of "Spredit" Nut Margarin,  
Quality the highest, always uniform





**BRAND'S**  
**Agitator**  
**Caldron**  
**GAS-FIRED**

Agitator Scrapes Bottom and Sides of Kettle While Stirring Lard, Fat or Grease. Saves Its Cost in Labor and Scorched Goods. A Batch May Be Rendered in Three to Four Hours.

**MOTOR - OR - BELT - DRIVE**

**M. BRAND & SONS**  
Manufacturers  
First Ave. and 49th St.  
NEW YORK

Successfully Reproduce Your  
Trade-mark or Label With Our

New Smooth Finish  
Lithographing Process

on

**Heekin Cans**

Sharp, vivid colorings—the finest reproduction—the most skillful workmanship ever developed by this wonderful process. Tough metal, scientifically shaped and finished into cans of undeniable value to your product.

**The Heekin Can Co.**

6th and Culvert Sts.

Cincinnati, Ohio

"Heekin Can Since 1901"

The Oleomargarine Laws of the United States.

Little Studies in Retail Goods—Oleomargarine.

Margarin Production in the United States in 1920.

The Purposes of the Institute Production and Exports of Margarin.

The Oleomargarine Bill, H. R. 13593.

The Oleomargarine Point of View.

Margarin Makers Deplore Alleged Hostility of Federal Government.

Declares Laws Destructive.

Vegetable Oils—Growth of the Nut Margarin Industry in the United States.

Attention of the Dairy Industry.

History of Vegetable Oils.

The Problem of Returned Goods.

Edible Fats in the United States—How and Why Oleomargarine Is Coming into Its Own.

Food Laws Should Serve Consumers.

The Food Value of Margarin.

Sources of Libelous Material.

Another line of work of the Institute has been an effort to find the sources of libelous material published in the papers

and journals of the country against margarin and to prevent repetitions of it.

Here, for example, is an advertisement that appeared in a New York paper, containing the pictures of a big rat and a little rat, with a statement underneath to the effect that Dr. McCollum fed the big rat on butter and the little one on butter substitutes. Here is a letter from Dr. McCollum giving the lie, a damnable lie, to the advertisement.

The whole thing was a forgery. It has been impossible to prove by the rules of evidence in whose diseased brain this libel was conceived, but the footprints point to a professor of dairy husbandry in one of the State Agricultural Colleges. No more of these ads have appeared since McCollum's repudiation of this one, so far as the Institute knows.

The Institute has handled numerous matters of this kind for the margarin industry. It has brought to the attention of the U. S. Department of Agriculture the efforts of County Agriculture Agents to effect a boycott among housewives against margarin, agents whose duty it is to pro-

mote American agriculture and not the interests of any particular group of farmers.

#### Europe Is Fair to Margarin.

The Institute has reviewed some 150 books on agriculture with reference to what has been written about margarin and butter. Much of what has been written in America is libelous of margarin and false as hell. The scientific writers and professors of agriculture of England, Scotland, Germany and of many other European countries have been fair and square with margarin. One of them, for example, says:

"Margarin is a thoroughly wholesome substance, against which nothing can be urged, and which indeed should be welcomed, since it serves a most useful purpose."

"Its manufacture is wholly justifiable, and no sensible man will deny the economic importance it possesses, in so far as it supplies a want and furnishes a valuable public food."

May not these facts in a measure account for the fact that the per capita consumption of margarin in the European countries is from 3 to 10 times what it is in America? If so, what is the answer? Is there no way for the margarin industry to prevent the circulation of these damnable books and magazines conceived in selfishness and born in the castles of class interests?

What the Institute has done for its members and associate members in Washington is by no means of little importance. It has taken care of their many problems in connection with the various bureaus of the government as follows: The Bureau of Internal Revenue, the Bureau of Chemistry, the Bureau of Animal Industry, the Bureau of Foreign and Domestic Commerce, the Bureau of Patents, the Bureau of Copyrights, the Federal Trade Commission, the States Relation Service, the Bureau of Markets.

#### Selfish Interests Cannot Kill Industry.

Cooperation with these bureaus and with state officials commissioned to enforce margarin laws has brought about a better understanding of each other and each other's problems. When these officials are not bound by law to the pursuance of an insane course, they have for the most part been found to be perfectly sane and considerate in their attitude toward the margarin industry.

The margarin industry cannot be swept away by the tide of selfish agricultural class interest and the storms of satanic propaganda. It is in harmony with the modern principle of saving vs. wasting, because it saves in a palatable form clean, wholesome American agricultural food-stuffs for food, which would otherwise be put to less useful purposes in a world in which there are always men and women striving for sufficient food to keep body and soul together.

#### BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, for the week of June 25, to July 1, 1921:

	June 25	June 27	June 28	June 29	June 30	July 1	
Chicago	33 1/2	34 1/2	34 1/2	34 1/2	34 1/2	35	+ 1/2
New York	34 1/2	35	35 1/2	35 1/2	35 1/2	35 1/2	+ 1/2
Boston	35	36	36 1/2	36 1/2	36 1/2	37	+ 1
Phila.	35 1/2	36 1/2	36 1/2	36 1/2	36 1/2	36 1/2	+ 1/2

Wholesale prices of carlots, fresh centralized butter, 90 score, at Chicago:

	33	34	34	33 1/2	34 1/2	35	+1+
Receipts of butter by cities, tubs:							
This week.	52,527	56,255	60,685	1,293,679	1,130,993		
Chicago	52,527	56,255	60,685	1,293,679	1,130,993		
New York	56,031	61,620	53,774	1,319,123	1,045,855		
Boston	27,000	28,105	32,172	481,110	458,185		
Phila.	16,371	14,854	11,020	372,703	313,429		
Total	152,538	160,834	157,651	3,466,615	2,948,462		

#### Cold storage movement, lbs.:

	Into storage.	Out of storage.	On hand July 1, 1920.	Cor. day week, 1920.
Chicago	438,687	134,982	14,946,500	10,525,061
New York	419,782	115,995	9,308,095	8,989,223
Boston	244,581	18,828	7,175,534	6,065,981
Phila.	102,960	34,280	3,100,670	3,223,620
Total	1,206,010	304,085	34,533,799	28,803,885

# THE WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS.

### Provisions.

Provisions continued firm late in the week with a strong hog market, buying for packers against cash trade and limited offerings. Export clearances continued heavy and there were further claims of renewed foreign buying.

### Cottonseed Oil.

Cottonseed oil advanced rapidly on general buying, short covering and stop loss orders. Crude advanced rapidly with southern offers small, while lard and cotton were stronger. July deliveries to date are 8,700 bbls. Sentiment favors further upturn, competing oil being effected by the advance. Southeast crude, 8.65c; Texas, 8 1/4c, sales.

Closing quotations on cottonseed oil on Friday: July, \$8.20@8.30; September, \$8.69@8.72; October, \$8.77@8.78; December, \$8.52@8.55; January, \$8.54@8.58.

### Tallow.

Special loose at 4 1/2c.

### Oleo Stearine.

Quoted at 8c. Extra oleo oil, 9 3/4c.

## FRIDAY'S GENERAL MARKET.

### Lard in New York.

New York, July 8, 1921.—Spot lard at New York, prime western, \$11.65@11.75; Middle West, \$11.40@11.50; city steam, \$10.75@11.00; refined continent, \$12.75; South American, \$13.00; Brazil kegs, \$14.00; compound, \$9.50@9.75.

### Marseilles Oils.

Marseilles, July 8, 1921.—Copra fabrique, —fr.; copra edible, —fr.; peanut fabrique, —fr.; peanut edible, —fr.

### Liverpool Produce Market.

Liverpool, July 8, 1921.—(By Cable).—The British government has control of the market and no quotations are available. Australian tallow at London, 37s, 6d to 40s 6d.

### Hull Oil Markets.

Hull, England, July 8, 1921.—(By Cable).—Refined cottonseed oil, 42s 6d; crude, 36s 6d.

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to July 8, 1921, show exports from that country were as follows: To England, 79,000 quarters; to the Continent, none; to other ports, none. Exports for the previous week were as follows: England, 67,340 quarters; to the Continent, 3,176 quarters; to other ports, 34,916 quarters.

## WEEKLY MEAT TRADE REVIEW.

Armour & Company, in their weekly review of meat trade conditions, today say: This has been one of the most satisfactory weeks in the meat trade that the packing industry has experienced for two years. Demand for meat products generally strengthened, despite hot weather, which ordinarily slows up the trade. Demand for fresh beef was strong and trade showed marked improvement. The accumulation of supplies, which had resulted from too liberal shipments of live cattle during the previous weeks, was well cleaned up, and the limited receipts of

this week kept the trade on a healthy basis.

Fresh pork trade has improved and light receipts of hogs have made the price of pork cuts strengthen. Demand for hams and other cured pork products has been of unusual proportion, and the commodities continue to move freely into consumptive channels at advance prices.

Export trade is showing a pleasing vitality; purchases and inquiries are growing in volume and give assurances of a constantly widening market.

Collections show little change.

## PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers, for the week ending Saturday, July 2, 1921, are reported to The National Provisioner as follows:

CHICAGO.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	4,549	17,800	16,463
Swift & Co.	5,412	17,000	20,700
Morris & Co.	4,426	10,400	11,824
Wilson & Co.	3,350	11,800	7,604
Anglo-American Provision Co.	511	7,000	.....
G. H. Hammond Co.	2,088	7,500	.....
Libby, McNeill & Libby	1,368	.....	.....
Brennan Packing Co.	5,200	hogs; Miller & Hart,	.....
5,200 hogs; Independent Packing Co.,	5,700	hogs;	.....
Boyd, Lunham & Co.,	8,400	hogs; Western Packing &	.....
Provision Co.,	16,400	hogs; Roberts & Oake,	6,800
hogs; others,	14,000	hogs.	.....

### OMAHA.

	Cattle.	Hogs.	Sheep.
Morris & Co.	2,955	8,377	6,025
Swift & Co.	3,911	11,055	6,853
Cudahy Packing Co.	3,612	12,371	9,339
Armour & Co.	3,442	12,055	9,345
Swartz & Co.	.....	3,067	.....
J. W. Murphy	.....	9,834	.....
Others	1,897	.....	12,652

### KANSAS CITY.

	Cattle.	Hogs.	Sheep.
Armour & Co.	3,790	8,396	3,356
Cudahy Packing Co.	4,392	4,231	2,461
Fowler Packing Co.	578	.....	.....
Morris & Co.	4,908	9,445	2,074
Swift & Co.	4,608	9,218	3,404
Butchers	821	237	278

### ST. LOUIS.

	Cattle.	Hogs.	Sheep.
Armour & Co.	2,966	9,173	7,037
Swift & Co.	3,998	8,029	5,088
Morris & Co.	1,214	.....	5,930
St. Louis D. B. Co.	1,321	.....	.....
Independent Packing Co.	796	1,917	.....
American Packing Co.	30	1,303	116
East Side Packing Co.	114	3,453	.....
Krey Packing Co.	53	2,166	.....
Hell Packing Co.	20	1,966	.....
Sleloff Packing Co.	25	.....	42
Butchers	658	12,166	2,304

## SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending July 2, 1921:

CATTLE.			
	Chicago.	Kansas City.	Omaha.
Chicago	12,500	22,617	14,025
Kansas City	.....	4,328	6,073
Omaha	.....	4,755	804
East St. Louis	.....	10,526	1,078
St. Joseph	.....	8,955	4,263
Sioux City	.....	.....	.....
Cudahy	.....	.....	.....
Indianapolis	.....	.....	.....
New York and Jersey City	.....	.....	.....
Oklahoma City	.....	.....	.....

### HOGS.

	Chicago.	Kansas City.	Omaha.
Chicago	36,000	38,351	57,891
Kansas City	.....	26,370	37,479
Omaha	.....	34,884	19,398
East St. Louis	.....	8,600	.....
St. Joseph	.....	.....	.....
Sioux City	.....	.....	.....
Cudahy	.....	.....	.....
Indianapolis	.....	.....	.....
New York and Jersey City	.....	.....	.....
Oklahoma City	.....	.....	.....

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Ottumwa	15,854
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Oklahoma City	6,588
Milwaukee	8,900
Cincinnati	19,000

### SHEEP.

Chicago	5,000
Kansas City	14,083
Omaha	32,946
East St. Louis	10,922
St. Joseph	10,557
Sioux City	1,754
Cudahy	401
South St. Paul	1,808
Indianapolis	198
New York and Jersey City	4,566
Oklahoma City	85

## RECEIPTS AT CENTERS.

### SATURDAY, JULY 2, 1921.

	Cattle.	Hogs.	Sheep.
Chicago	500	4,000	1,000
Kansas City	2000	500	600
Omaha	9,000	700	700
St. Louis	300	2,000	.....
St. Joseph	100	2,500	300
Sioux City	200	4,500	.....
St. Paul	100	600	.....
Oklahoma City	100	200	.....
Fort Worth	300	300	100
Denver	300	100	.....
Louisville	100	1,300	600
Wichita	400	800	.....
Indianapolis	100	5,000	100
Pittsburgh	200	1,500	500
Cincinnati	200	1,500	1,800
Buffalo	.....	1,000	300
Cleveland	100	2,000	400
Nashville, Tenn.	100	1,100	200
Toronto	100	800	.....

### MONDAY, JULY 4, 1921.

#### (Holiday)

### TUESDAY, JULY 5, 1921.

Chicago	17,000	44,000	7,000
Kansas City	200	500	600
Omaha	4,300	13,500	16,000
St. Louis	2,300	10,000	2,500
St. Joseph	100	2,500	300
Sioux City	3,300	4,500	.....
St. Paul	400	4,400	100
Oklahoma City	800	700	200
Fort Worth	1,500	1,700	800
Milwaukee	100	500	190
Denver	3,600	1,700	2,000
Louisville	300	1,700	1,000
Indianapolis	800	7,000	300
Pittsburgh	1,100	3,500	1,800
Buffalo	1,900	11,200	2,000
Cleveland	600	2,500	500
Nashville, Tenn.	100	1,500	300
New York	575	2,510	2,965
Toronto	600	1,000	700

### WEDNESDAY, JULY 6, 1921.

Chicago	8,000	16,000	8,000
Kansas City	6,000	2,000	2,000
Omaha	4,300	13,500	16,000
St. Louis	2,000	7,500	3,000
St. Joseph	1,800	8,500	2,500
Sioux City	2,000	9,500	800
St. Paul	900	5,200	600
Oklahoma City	1,700	1,500	.....
Fort Worth	1,200	900	100
Milwaukee	200	1,000	100
Denver	2,700	800	4,500
Louisville	200	1,400	1,000
Wichita	700	1,100	100
Indianapolis	1,000	9,000	600
Pittsburgh	1,000	9,000	600
Cincinnati	500	3,700	4,700
Buffalo	.....	1,000	100
Cleveland	400	2,500	500
Nashville, Tenn.	100	1,200	500
Toronto	700	1,200	1,500

### THURSDAY, JULY 7, 1921.

Chicago	5,000	28,000	10,000
Kansas City	2,500	5,000	3,000
Omaha	3,800	14,500	13,500
St. Louis	800	8,500	8,500
St. Joseph	1,600	10,200	2,300
Sioux City	1,500	9,500	100
St. Paul	600	3,800	1,000
Oklahoma City	1,000	600	.....
Fort Worth	1,000	800	800
Milwaukee	400	2,000	300
Denver	1,100	2,400	3,400
Indianapolis	600	7,000	600
Pittsburgh	.....	2,000	400
Cincinnati	900	5,200	6,700
Buffalo	.....	2,200	300

### FRIDAY, JULY 8, 1921.

Chicago	3,000	27,000	5,000
Kansas City	300	2,500	1,200
Omaha	1,000	12,500	7,500
St. Louis	500	8,000	1,800
St. Joseph	1,500	5,000	1,800
Sioux City	1,200	12,000	.....
St. Paul	700	7,500	700
Oklahoma City	500	700	.....
Fort Worth	1,300	500	400
Milwaukee	100	300	.....
Denver	1,000	300	3,800
Indianapolis	500	10,000	800
Pittsburgh	100	2,500	700
Cincinnati	1,000	4,500	8,000
Buffalo	100	4,800	1,000

## NEW YORK LIVESTOCK.

Receipts for week ending Saturday, July 2:

	Cattle.	Calves.	Sheep.	Hogs.
Jersey City	4,448	8,171	31,398	4,102
New York	1,153	6,080	145	194
Central Union	3,354	1,903	8,064	270
Total for week	8,955	15,554	39,407	4,566
Previous week	9,480	17,073	43,771	19,081
Two weeks ago	9,307	15,250	57,171	24,302



# HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

## Chicago.

**PACKER HIDES** steady. One packer has booked to tanning subsidiary all branded hides except heavy Texas for May-June take off and all April-May extreme light native steers at private terms, said to involve between 50,000 and 60,000 hides. No other business reported. No further details available on the 10,000 Brands sold privately earlier in the week. Rumors of other brands selling are not confirmed yet. A few native steers also sold privately. Current kill quoted 13½@14c; Texas, 13@13½c; butts, 12½@13c; Colorados, 12½@12c; branded cows 10½@11c; heavy cows, 10½@12c; lights 11@11½c; native bulls about 7½@8c for dates and qualities; branded bulls, 6½@7c.

**COUNTRY HIDES** steady. The situation appears unchanged except for a sentimentally better feeling, especially among sellers. Tanners are making a few more inquiries for hides, mainly of the light-weight description and fresh in quality, but increased business is slow to be consummated. Many tanners withheld their inquiries until after the holiday, which has created the appearance of potential action in the market. The heavy end of the list is extremely difficult to dispose of. Sellers have been quietly moving their hides from time to time, as they have no stocks of consequence and accumulate some right along in their purchases in the originating sections. Extremes of best descriptions are in moderate request from tanners who require raw material to keep their plants going on the reduced schedules. Fresh extremes of western origin, free of grubs, are available as low as 8c, while midwest, Ohio, Indiana and similar stock is held up to 10c, which price most tanners consider too high. Local holders refuse to consider less than 10c for their best descriptions of extremes. Lack of action of consequence makes the defining of values somewhat difficult. The quietness prevailing in packer light native hides and also the apparent easiness in small packer hides causes buyers to go slow in estimating values on country hides of similar description. The lighter weight classes of raw stock such as skins are also in very good request. Late advice on the leather situation do not show any increased amount of activity. Most operators consider that the leather situation has hardly had time in which to display any change. All weight of seasonable country hides in the originating sections are quoted at 5½@6½c asked Chicago basis for business. Most lots are held at the outside rate. Heavy steers are quoted at 9@10c, heavy cows and butts are ranged at 6@6½c nominal. Extremes are quoted at 8@10c asked; aged heavy hides are quoted about 5c and light stock about 6c for business. Branded country hides quoted at 5@5½c flat; country packer branded hides 6½@8c for dates, sections and descriptions; bulls quoted at 5c nominal; country packer bulls quoted at 6½@7½c, and glue hides about 3@4c.

**NORTHWESTERN HIDES** quiet. Twin Cities markets remain quiet and featureless. All-weight hides are quoted about 6@6½c, Chicago basis; light hides at 8½@9c asked; heavy goods about 6c. Bulls quoted at 5c; kipskins 8½@11c; calfskins 11@14c; horse, \$2.75@3.25 flat f.o.b. Calfskins active. A local seller moved two cars of first salted city calf at 18c to a large New York state tanner. It is reported other buyers are also interested, but additional movement is not as yet reported. Some Michigan first salted city skins sold at 17c for one car, and it is also reported two small cars of similar origin moved at 18c. Packers continue to ask 20c up and report no interest. Out-

side skins quoted at 15@17c; sales reported at 16c. Country skins quoted 11@14c nominal; deacons quoted \$1.00@1.25; outside usually asked; a parcel of aged deacons sold at \$1.05; slunks \$1.10 last paid; kipskins quoted 14c last paid for first salted stock, more available at 15c; one packer moved a car of April-May-June overweight kipskins at 13c, reserving the natives and brands for later sale. Outside city kipskins quoted 11@13c, outside usually asked; country run quoted 8½@11c asked.

**DRY HIDES** quiet. Western all-weight hides quoted 10@12c nominal.

**HORSEHIDES** lifeless. Renderer hides range at \$3.00@4.00; countries at \$2.50@3.50; inside prices recently paid; stocks are not pressed on the market. Ponies and glues half rates; colts, 50@70c.

**SHEEP PELTS** quiet. Packer lambs quoted 40@50c asked; some held higher; shearlings quoted 35@45c for quality; dry western pelts, 11@13c last paid; pickled skins \$2.50@2.60 dozen; goats, 25@65c.

**HOGSKINS** quiet. Country run 20@40c; rejects half; strips, 3@4c.

## New York.

**PACKER HIDES** quiet. No new features are noted in the market for city packer hides. Killers are not inclined to name prices on their hides in view of the easier feeling in the west. Native steers were usually held for 13½c and considered nominal about a 13c basis. Cows are quoted at 10½@12c; butts, 12@12½c; Colorados, 11@11½c; bulls quoted at 6½@8c asked.

**SMALL PACKER HIDES** steady but quiet. No new interest is displayed in eastern small packer hides. Late business in all weight stock was at 10c for current slaughter. Steers alone quoted at 11½c asked; bulls and branded hides are quoted 6½@7½c nominal.

**COUNTRY HIDES** slow. No new interest is manifested in eastern sections on country hides; Western advices are to the effect that a better tone is noted with additional business reported. Best middle west grub free extremes have sold at 10c to Boston tanners for fresh stock. Bids of 10c are still noted for weights up to 40 lbs. Northern-southern extremes of best quality are ranged up to 8½c; common stock down to 6c; Southwestern extremes quoted at 7c asked. Western extremes are available at 8c. There is practically no interest shown in the over 45 lbs. hides. New England extremes are quoted at 8c asked and all weights are ranged in the East at 5@6c for quality and description.

**CALFSKINS** steady. The New York City trimmed calfskin market is steady in tone with but few skins unsold and awaiting outlet. Most sellers are trying for premiums on next business. Last business was at \$1.65@2.10@2.42@2.45 for three weights with earlier business at \$1.35@2.00@2.35. Some asking rates range at \$1.70@2.15@2.50 for the three weights. Outside skins are quoted at \$1.40@1.70@2.00, with country skins quoted \$1.30@1.60@1.90 asked. Untrimmed skins are quoted about 15@18c; some Michigan first salted cities sold at 17c and another seller moved a car at 18c. An offering of country trimmed skins of considerable age is noted at 75c for 5/7's. Kipskins are quoted at \$3.00@3.10 for light weights and \$3.50@3.60 last paid on heavy end.

**HORSEHIDES.**—No new developments noted in horsehides. Renderer stock quoted up to \$4 and country goods down to \$2.50. Fronts and butts are quiet and featureless.

**IMPORTED WET SALTED HIDES.**—In addition to the 10,000 Campana frigorifico steers reported sold earlier in the week, 10,000 Las Palmas steers sold to an American buyer at \$42, which under sight exchange is figured at 14½c c.i.f. New York. Domestic tanners are not keen to operate

in frigorifico steers at \$42, their views being about a \$40 basis, which would figure about 1½c lower than the above trade. Killers are somewhat anxious to book further business in order to keep sold up through the winter season. Unsold stocks total about 125,000 in all. Slaughter is still somewhat reduced. No especially new features are noted in the market for spot hides. Some Havana packers are available at 11c.

## HIDE AND SKIN CENSUS FOR MAY.

Advance figures of the federal census of hides and skins as reported on hand on May 31st show slightly greater stocks than at the end of the previous month. Figures in the report were compiled from returns made by 4,617 establishments, including 354 packers, 541 tanners, 1,288 dealers and importers, 888 shoe manufacturers, 211 glove manufacturers and 1,335 manufacturers of other goods. In addition 104 establishments reported no stock of hides, skins or leather on hand, and 71 reports were received too late for tabulation. The report issued by the Census bureau shows the following totals, with comparisons:

	HIDES.			
	June 1, 1921.	May 1, 1921.	April 1, 1921.	Mar. 1, 1921.
Cattle, pcs.	7,441,619	7,407,862	7,806,867	7,940,359
Calf and Kip, pcs.	4,736,641	4,561,780	4,302,128	4,532,833
Calves, India, tan, pcs.	171,943	404,252	293,557	411,032
Horse, etc., pcs.	378,037	363,290	384,737	351,063
Goat, etc., pcs.	8,789,123	7,740,147	8,652,171	9,798,311
Cabrettas, pcs.	1,244,069	1,277,321	1,579,457	1,941,832
Kangaroo, pcs.	380,445	363,493	409,770	439,058
Sheep, pcs.	13,334,187	12,992,299	12,970,857	12,489,855
Hogskins, pcs.	154,912	174,563	250,826	287,293
Hogskins, strips, lbs.	1,009,098	1,280,056	1,163,255	1,407,924
Deer, etc., pcs.	133,329	116,085	118,843	145,685
Buffalo, pcs.	216,673	205,680	211,012	211,526

	LEATHER.			
Sole, pcs.	11,829,766	11,064,475	11,041,359	10,772,479
Belted butts, pcs.	889,693	864,348	780,432	770,669
Harness, pcs.	544,736	513,322	497,069	496,779
Case, bag, etc., pcs.	269,586	264,672	267,260	248,972
Skirt-collar, pcs.	223,827	234,048	221,637	254,733
Welt, cattle, pcs.	49,988	49,105	22,509	18,821
Lace, etc., pcs.	72,627	67,647	60,312	66,841
Offal, sole, etc., lbs.	87,090,651	84,987,107	83,548,902	78,590,381
Upholstery, grains, pcs.	101,435	97,091	120,474	101,096
Upholstery, mach. buff, pcs.	171,885	109,990	120,372	127,453
Upholstery, splits, pcs.	282,805	299,392	304,836	317,598
Cattle upper, pcs.	8,773,911	8,827,985	9,188,112	9,388,958
Glove cattle, pcs.	30,972	34,983	110,558	34,803
Cowhide, pcs.	70,353	72,671	69,850	63,821
Buffings, pcs.	142,858	128,804	102,143	114,052
Splits, cat. tie, pcs.	5,654,523	5,702,037	5,833,421	5,571,435
Horse pat. ent, pcs.	148,655	178,680	188,190	205,587
Horse fronts, pcs.	532,908	600,490	.....	.....
Horse butts, pcs.	534,211	623,919	.....	.....
Horse splits, fronts, pcs.	35,814	49,308	47,817	50,503
Horse splits, butts, pcs.	212,485	133,088	256,872	408,626
Calf & Kip, pcs.	6,518,821	6,328,122	6,437,834	7,472,069
Goat, etc., pcs.	22,692,054	22,757,065	23,888,437	22,730,979
Cabrettas, pcs.	3,547,891	3,338,038	3,015,109	3,301,850
Sheep and lamb, pcs.	9,841,146	9,708,014	10,395,766	9,878,533
Shearlings, pcs.	320,781	296,871	313,737	327,839
Pig & hog, pcs.	90,240	95,490	75,839	133,661
Skivers, etc., pcs.	1,147,939	1,119,478	998,395	1,027,170
Kangaroo, pcs.	899,753	899,285	915,211	832,748
Deer & elk, pcs.	236,625	279,600	256,945	240,612
Hog, welt-ing, lbs.	2,790,903	2,932,175	2,869,016	2,813,473
Seal, pcs.	37,072	47,797	25,054	44,182
Roller lea, pcs.	153,333	169,773	152,978	42,676
Hat events, pcs.	194,290	187,892	242,007	185,057
Chamols, pcs.	335,478	310,288	301,834	367,306
Blocks, doz.	845,099	718,216	1,083,095	1,022,274
Cutsols, taps, doz. pr.	7,167,235	7,008,495	8,993,806	7,774,726
Top lifts, doz. pr.	2,328,589	2,497,494	2,672,591	2,613,950



## LIVE STOCK MARKETS

### CHICAGO.

(Reported by the U. S. Bureau of Markets.)

Union Stock Yards, Chicago, July 7.

There was little in this week's market to offer encouragement to cattle producers and feeders. The market was sluggish and, while a decline Tuesday was made up later in the week, there was little bullishness apparent, in spite of near starvation supplies. As compared with last Thursday, beef steers are mostly 15 to 25c higher and about steady with Friday. Tuesday's run which ordinarily would not be considered excessive, actually carried a large tonnage of beef, due to the large proportion of long-fed steers. Many feeders in Nebraska, Iowa and northern Missouri shipped cattle in for Tuesday's market, apparently believing that demand would be brisk following the Monday holiday. Some traders pointed to the large number of dry-lot cattle as an indication of lost confidence by feeders who were financially able to hold cattle throughout the spring, but who finally gave up hope of a higher market. Choice handy weight steers and yearlings were comparatively scarce, demand for those kinds considered. The week's top was \$9, given Wednesday for 40 whiteface steers, averaging 911 lbs., and again today, for two small packages of light yearling steers and heifers. Extreme top for matured steers during the period was \$8.65, paid today for 19 choice 1,376-lb. whiteface bullocks. Weighty steers have sold this week largely from \$7.75 to \$8.35, some very decent kinds going under the former Tuesday. Lower-priced yearlings, which sold as low as \$6 to \$6.50 early last week, went as high as \$7 to \$7.75 today. Bulk of all beef steers the first four days this week sold at \$7 to \$8.25. She stock arrived in very small proportion and as a result fat cows and heifers are mostly 50c above a week ago, with spots considered 75c to \$1 higher, better grades getting the most advance. Low-priced cows on the cutter order and canners and cutters show fully 25c gain for the period. Fat cows and heifers are selling largely at \$4.50 to \$6.50, with prime Koshers cows at \$7 and better. Broad demand, in the face of a light supply, caused bulls to advance sharply, today's prices being 50 to 75c higher than a week ago. Bolognas went today at \$4.50 to \$5, butcher grade largely \$5.25 to \$6.25. The week's supply of veal calves was far short of demand and sales today were generally \$1 above last Thursday. Packers paid \$9.50 to \$10.25 for the bulk of today's crop, with a few up to \$10.50.

Chicago hog receipts for the week to date (Monday being a holiday) at about 90,000 were 40,000 short of like period last week and ten markets total at 282,300 although only two-thirds as many as received same period last week, still exceeded corresponding period a year ago by 18,000. Despite the prevailing hot weather, hog values continued to advance daily, although slight recession was noticed on the mixed hogs and packing grades late yesterday and today. Under receipts of 44,611 on Tuesday, market was mostly 10c higher and practically a 25c advance was secured on all the better grades yesterday. Top Thursday at \$9.80 was the highest since April 9, and average cost of packer and shipper droves here Wednesday at \$9.31 was the highest since late in March. Big packers were fighting the upturn Wednesday and today, claiming that the market was advancing too fast and was out of plumb altitudinally as compared with cattle and sheep. Export demand has developed to some extent and shipping outlet still seems to be as wide open as during the latter part of June. Quality was fairly good, with percentage of grassy lights increasing. Market closed firm on better grades Thursday and 10 to 15c lower on others, and as compared with

Thursday previous was mostly 45 to 60c higher on good hogs, while packing sows retained about 25c of their advance. Desirable pigs largely at \$8.85 to \$9.25 today were 25 to 50c higher than Thursday a week earlier.

Holiday influences, coupled with last week's crash in values, served to materially reduce the marketward movement of sheep and lambs this week and some price improvement has been the result, although local killers have fought advances, apparently desiring to keep the market from showing such wide price

(Continued on page 40.)

### KANSAS CITY.

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, July 6.

Increased urgency showed in demand for hogs today and prices rose 20@40c. The advance carried the market into a new high position for several months past. The top was \$9.35, and bulk of sales \$9.10 @9.25. Sheep and lambs were 25c higher. Native lambs sold up to \$10.15 and prime Western lambs would have brought \$10.75 or better. Choice yearling and light-weight fed steers were higher. Trade showed a better undertone. Receipts today were 6,000 cattle, 6,000 hogs, and 2,500 sheep, compared with 4,500 cattle, 6,500 hogs, and 2,000 sheep a week ago, and 10,350 cattle, 5,550 hogs, and 7,100 sheep a year ago. Choice to prime handy, light weight and yearling steers were 10@15c higher. A number of bunches sold at \$8.50 @8.70. Heavy steers, especially those over 1,400 lbs., were dull and barely steady in price. Grass-fat and plain short-fed steers remained in slow demand and not notably changed from Tuesday's level. Demand for cows and heifers was more active at fully steady prices. Eastern beef prices were higher again today, making an advance of \$1.00 @1.50 a hundred pounds in the past two days. A better beef outlet should result in a better demand for fat cattle. Veal calves and bulls were steady.

Hog prices jumped about 9c for the first time in several months past and trade was active at the advance. Compared with Tuesday prices in the extreme were 20@40c higher, mostly 25c up. The top was \$9.35, and bulk of sales \$9.10 @9.25. Compared with the low point three weeks ago the market is \$2.00 higher. There is urgent demand from both packers and shippers and the market is in a firm position.

Prices in the sheep division were strong to 25c higher. Native lambs sold up to \$10.15, and ewes up to \$4.00. Texas lambs were quoted up to \$9.75, and prime western lambs would have brought a material margin over native grades.

### ST. LOUIS.

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., July 6.

Independence day, falling on Monday of the present calendar week, has had the effect of very materially reducing our receipts for the week ending today. The run in the cattle yard amounts to 8,100. This greatly reduced supply has naturally caused considerably higher prices on all grades. Beef steers are 50@75c higher than the close of last week, butcher stock 50@75c higher, and in spots on the handy-weight kinds, \$1.00 higher, calves are \$1.50 @2.00 higher. Even with the small supply there is a pronounced falling off in native beef steers. The larger proportion of our steer offerings during the period was from Texas and Oklahoma. Choice to prime native steers are quoted at \$7.75 @8.25, and strictly prime kinds would perhaps bring more money on today's market. The

good to choice kinds are quoted around the \$7.00 mark; choice to prime butcher yearlings, \$8.25 @8.75; medium to good to choice yearlings, \$6.00 @8.25. Butcher cows, \$5.00 @6.00 for the best grades, medium kinds \$4.00 @5.00. Fancy calves sold up to \$9.50 on Wednesday, and quite a few of them went to scale at this figure. They have scored a greater advance than perhaps any other grade. Texas and Oklahoma beeves range from \$5.85 @6.75, the plainer kinds, \$5.00 @5.75.

The hog receipts this week amounted to 37,000, and the market has been extremely active and about 75c higher for the week. The advance applies equally on all grades with the exception of rough hogs, which are 25@50c higher. There has been a very fair proportion of good heavy finished hogs in the run, and the average quality for the period is good. Today's quotations are: Mixed and butchers, \$9.50 @9.75; good heavies, \$9.50 @9.70; roughs, \$6.75 @7.75; lights, \$9.60 @9.75; pigs, \$9.00 @9.60; bulk, \$9.55 @9.70.

The sheep run for the week totals 9,000. As in the other departments, prices have scored a very material advance in lambs, the best ones selling up to \$10.00 on Wednesday. This indicates a very uneven advance which takes up at least \$2.00 of the \$3.00 @3.50 decline of last week. Medium lambs are swinging around \$9.00, and culls \$4.00 @5.00. Our supply of mutton ewes is very light, good ones that are not too heavy would bring around \$4.25 @4.50, heavy ones \$2.50 @3.00.

### OMAHA.

(Special Letter to The National Provisioner.)

South Omaha, Nebr., July 6.

Smaller cattle receipts this week, due to the Fourth of July holiday Monday, has failed to stimulate the market appreciably and prices for both beef steers and butcher stock are much the same as they were at the low time the latter part of last week. While a good many very choice long-fed and weighty beeves are coming the proportion of grassy and half-fat stuff is on the increase and as a consequence the spread in prices is now wider than it has been for some time. Strictly good to choice beeves, both heavy and light, sell from \$7.85 @8.35, while the bulk of the fair to good cattle now moves at a spread of \$7.25 @7.75, and the common to fair lots going at \$6.00 @7.00 and on down. Cows and heifers are also selling at the low point of the season, all the way from \$1.25 @7.75, fair to good butcher and beef stock largely at \$4.25 @5.25. Veal calves at \$6.50 @8.50 and bulls, stags, etc., at \$2.50 @5.50 have been going at about the same prices as last week. Naturally the depression in fat cattle has slowed up the trade in stockers and feeders and although prices are the lowest of the season there is very little doing in this line.

The hog market has developed considerable strength and activity this week, prices today being fully a quarter better than a week ago. Receipts have been moderate, quality continues good and both local and outside packers are apparently anxious for the hogs at prevailing quotations. The trade shows a better undertone and this is attributed largely to the better prospect for a lively business in provisions the coming fall and winter. With about 11,000 hogs here Wednesday the market was 15@25c higher. Tops brought \$9.05 against \$8.85 last Wednesday and bulk of the trading was at \$8.30 @9.00 against \$8.00 @8.75 a week ago.

A healthy demand for mutton has been responsible for an active and higher market for both sheep and lambs this week, the advance amounting to 50@75c in the case of lambs which constituted the bulk of the offerings. Up to date there has been little competition from feeder buyers but a good demand from this quarter is looked for a little later in the season. Spring lambs are selling at \$9.35 @10.65, yearlings \$5.50 @7.50, and ewes \$3.00 @4.50.

## ICE AND REFRIGERATION

### ICE NOTES.

H. L. Broadwell plans to establish an ice plant at Hereford, Tex.

The Fox Ice Company will build a \$100,000 ice plant at Racine, Wis.

A. A. Miller contemplates the erection of an ice plant at Fort Payne, Ala.

The Florida Ice Company will establish an ice storage plant at Ortega, Fla.

Plans are under way for the construction of a municipal ice plant at Poplar Bluff, Mo.

The Polar Wave Ice Company plans to erect an addition to their plant at New Orleans, La.

George Morris will install refrigerating machinery in his meat market at Desloge, Mo.

The plant of the Cambridge Ice Company, at Cambridge, Md., has been destroyed by fire.

J. B. Orvell and J. W. Porter plan to establish an ice and ice cream plant at Greensboro, Md.

The Rock City Machine Company will establish a 10-ton daily capacity ice plant at Scottsville, Ky.

The water and ice plant at Sharptown, Md., has been destroyed by fire. The loss is estimated at \$15,000.

The ice plant of Lankford and Stacy, at Princess Anne, Md., has been destroyed by fire at a loss of \$11,000.

The Fort Smith Ice & Coal Storage Company plans to establish an ice plant at Tahlequah, Okla.

The Arctic Dairy Products Company plans to increase the capacity of its ice plant at Pleasant Hill, Mo.

The El Dorado Ice and Coal Company, El Dorado, Ark., have increased their capacity from 25 to 75 tons daily.

H. F. McDonald plans to establish an ice plant at Marshall, Tex. He will probably install two 60-ton ice machines.

The Farm Club Cold Storage Company has been organized at Clinton, Mo., to establish a \$50,000 cold storage plant.

Newton Clemensen is planning to install an ice plant at Mt. Pleasant, Utah, which will have a capacity of one ton per day.

The Missouri Farmers' Association is interested in establishing cold storage plants at Kirksville and Moberly, Mo.

Paul Lebmann has purchased the El Reno packing plant at El Reno, Okla., which he will remodel and equip for the manufacture of ice.

Machinery is being installed in the new ice plant of Smythe Brothers, at Waldo, Ark. The plant is expected to be in operation about July 15.

The Henryetta Mill & Elevator Company, Henryetta, Mo., has purchased a building which they will remodel for a cold storage plant.

The Baker Ice Machine Company, Omaha, Neb., is building a new \$250,000 plant which they expect to have completed some time in September.

The Bronson Manufacturing Company, Bronson, Fla., contemplates increasing their capital from \$15,000 to \$25,000 to purchase and install ice and cold storage plants.

The Rosenthal Packing Company has purchased the plant of the Galveston Packing Company at Galveston, Tex., which they will remodel and equip for cold storage.

### WANTED: A SUPERINTENDENT.

Packers who are seeking to strengthen their operating departments will find this a splendid time to do so. Not in years have so many high-class men been available, and at reasonable terms. Try a "Want" ad. in THE NATIONAL PROVISIONER and see what quick results you get.

## Cold Storage Insulation

All Kinds of Refrigerator Construction

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Glenwood Avenue  
West of 22nd St.

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## Cold Storage Plants

conserve most of the nation's food, and Refrigerating Equipment is the most essential element in their construction.

To hold proper temperatures constantly install FRICK Refrigerating Machinery and Equipment.



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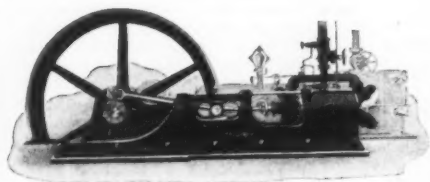
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Refrigerating Machinery—Piping—Fittings

**The Triumph Ice Machine Co.**  
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## PURITY IS ESSENTIAL IN AMMONIA

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*SPECIFY BOWER BRAND ANHYDROUS AMMONIA which, subject to prior sale, may be obtained from the following:*

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Cleveland—Curtis Bros. Transfer Co.  
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Jacksonville—Jacksonville Whse. & Distributing Co.  
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New York—Roessler & Hasslacher Chemical Co., 709 Sixth Ave.  
Newark—American Oil & Supply Co.  
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Pittsburgh—Pennsylvania Transfer Co., Duquesne Freight Station; Pennsylvania Brewers Supply Co., 158 Tenth St.  
Providence—Edwin Knowles, 26 Custom House St.  
Richmond—Bowman Transfer & Storage Co.  
Rochester—Rochester Carting Co.  
Savannah—Savannah Brokerage Co.  
San Francisco—Maillard & Schmiedell.  
Toledo—Moreton Truck & Storage Co.; G. H. Weddie & Co., 67 Walbridge Ave.  
Washington—Littlefield, Alvord & Co.

### BILL OF LADING DECISIONS.

(Continued from page 22.)

had been built by the railroad many years before at its own expense, half of it being on the railroad right-of-way and the rest on private land, the track paralleling the main line. The spur was used generally by the public for loading and unloading carload freight.

"The question which the court had to determine was whether the car at the loading point was at a station at which there was a regularly appointed agent. The case does not construe or determine the liability of the carrier, other than as to the particular case. The Supreme Court of Mississippi had directed a verdict for the shippers on the ground that the clause did not apply because at Alligator, Miss., there was a regularly appointed agent, and that the second clause of the paragraph, like the first, was applicable only to stations where there was no agent. The Supreme Court of the United States agrees with the Supreme Court of Mississippi. Each case must be determined upon its own facts, and, therefore, this decision of the Supreme Court, while very illuminating, may not be very controlling in the disposition of other cases."

### CANADIAN HOG MARKETS.

Sales of hogs at chief Canadian centers for the week ending June 30, 1921, are reported as follows by the Markets Intelligence Division of the Dominion Department of Agriculture, with top prices for selects, compared to a week and a year ago:

	Sales			Top price selects		
	Week ending June 30, 1920.	Same week ending June 23, 1920.	Week ending June 23, 1921.	Week ending June 30, 1920.	Same week ending June 23, 1920.	Week ending June 23, 1921.
Toronto (U. S. Y.)...	4,989	5,219	5,210	\$13.50	\$20.00	\$13.75
Montreal (Pt. St. Chs.)...	2,640	1,110	2,530	14.75	21.00	14.50
Montreal (E. End)...	1,537	686	1,126	14.75	21.00	14.50
Winnipeg...	2,013	2,037	1,587	13.25	18.50	13.50
Calgary...	954	599	969	11.75	18.25	11.75
Edmonton...	712	435	351	11.75	17.75	11.00

### CANADIAN MUTTON MARKETS.

Sales of sheep and lambs at chief Canadian centers, with top prices for good lambs, compared to a week ago and a year ago, are reported by the Markets Intelligence Division of the Dominion Department of Agriculture for the week ending June 30, 1921, as follows:

	Sales			Top price good lambs		
	Week ending June 30, 1920.	Same week ending June 23, 1920.	Week ending June 23, 1921.	Week ending June 30, 1920.	Same week ending June 23, 1920.	Week ending June 23, 1921.
Toronto (U. S. Y.)...	2,791	3,052	2,700	\$14.50	\$19.75	\$14.50
Montreal (Pt. St. Chs.)...	1,906	922	2,173	11.50	18.00	12.00
Montreal (E. End)...	1,016	794	1,286	11.50	18.00	12.00
Winnipeg...	372	385	261	11.50	18.50	12.00
Calgary...	371	...	714	11.25	...	11.00
Edmonton...	37	67	176	12.50	...	...



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A powerfully constructed, thoroughly insulated Cold Storage Door for Packing Houses, Abattoirs and all plants where overhead rails are in use.

*May we send you catalog 10?*

**Jamison Cold Storage Door Co.**

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## Why Not Order a Baker System Now?

This would be an opportune time for you to have your plant properly equipped with the very best there is in mechanical refrigeration systems.

**The Baker System has a Well Known Reputation for Economy, dependability, and long life.** The Baker Ice Machine is highly recommended wherever mechanical refrigeration is used.

We have developed special systems to meet the demands of packing plants, cold storage, also retail markets. **SENT FOR FREE BULLETIN No. 42-D.** Our Engineering Dept. will give you a detailed description and prices.

## Baker Ice Machine Co., Inc.

Mfrs. of Refrigeration Systems and Ice Making Plants Exclusively

Factory and Offices: 19th and Nicholas

Omaha, Nebraska



# Chicago Section

Max Hahn, president of the Max Hahn Packing Company, Dallas, Tex., was in town this week.

H. B. Heffernan of the Corn Belt Packing Company, Dubuque, Iowa, was a Chicago visitor this week.

Jay Hormel and A. L. Eberhart of George A. Hormel & Company, Austin, Minn., were in town this week.

Packers' purchases of livestock at Chicago the first three days of this week totaled 18,550 cattle, 58,393 hogs and 14,976 sheep.

H. A. Altman, president of the Canada Casing Company of Illinois, returned this week from Montreal, Toronto and the East.

Emmet Cavanaugh and Leo Biron have engaged in the beef boning business and are located in the former plant of the Rogers Packing Company at 45th and Halsted streets.

Swift & Company's sales of carcass beef in Chicago for the week ending Saturday, July 2, on shipments sold out, ranged from 7.50 to 16.50 cents per pound and averaged 12.97 cents per pound.

## H. C. TAYLOR MARKETS CHIEF.

The Secretary of Agriculture announces the appointment of Dr. H. C. Taylor as chief of the Bureau of Markets and Crop Estimates, succeeding George Livingston, who resigned under date of June 8. Dr. Taylor has been chief of the office of farm management and farm economics for the last two and a half years.

For some time the matter of bringing all of the economic work of the Department of Agriculture into one bureau has been under consideration. The first step was taken when the Bureau of Markets

and the Bureau of Crop Estimates were combined, beginning July 1st of this year. While the office of farm management cannot be merged into this new bureau at the present time, the work of the two bureaus can be related to a considerable extent and some economies effected.

Because of the resignation of Mr. Livingston, this seems to be an appropriate time to begin the co-ordination of these two bureaus preparatory to merging them completely at the earliest possible date. The general purpose is to bring into one bureau the work the department is doing in agricultural economics. Farm management and the marketing of farm crops are intimately related and it is believed that the combination of these three bureaus will result in increasingly valuable and efficient service to the farmers of the country. There will be no radical changes in the work of these bureaus as it has been going forward during the past year. Such changes as may be made in the future will come as the result of painstaking study and investigation. Mr. G. W. Forster, assistant chief of the office of farm management and farm economics, will be acting chief of that office.

## CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, July 7, 1921, are reported to THE NATIONAL PROVISIONER as follows:

Armour & Co.	11,844
Anglo-Amer. Prov. Co.	5,000
Swift & Co.	8,100
G. H. Hammond Co.	5,000
Morris & Co.	5,756
Wilson & Co.	5,800
Boyd-Lunham Co.	5,751
Western Pkg. & Prov. Co.	10,300
Roberts & Oake	4,191
Miller & Hart	3,400
Independent Pkg. Co.	3,900
Brennan Pkg. Co.	3,271
Wm. Davies Pkg. Co.	1,800
Others	3,500

Total ..... 77,613

## CHICAGO LIVESTOCK MARKETS.

(Continued from page 37.)

swings as have been customary during the past month and anticipating an abundant supply next week. The market has gained strength on all decent killing classes daily, however, and now stands mostly 50 to 75c higher than a week ago on lambs and yearlings and largely 25 to 50c higher on matured sheep. Some sales of lambs and yearlings were around \$1 higher than the low spot last week, considering quality and less drastic sorting. This advance may be attributed wholly to supply reduction. Chicago received but about 25,000 sheep this week to date, against 60,550 the first four days last week. Ten markets have had a combined supply of 110,900 against 166,838 same period last week and 119,701 a year ago. Strictly choice Idaho lambs today reached \$11.25 to shippers, with a good kind going to local killers at \$10.75 and best natives at \$10.50. Natives of cull and mediocre quality have shared in the upturn, most of the native culls today making \$5.50@6 against \$5@5.50 a week ago. Sheep have been scarce. Several cars of range wethers have arrived daily, these being mostly two-year-olds, carrying a long breaker end and selling today at \$5.75, against \$5.50 at the week's opening. One deck of choice dry-fed yearlings reached \$8.50 during the week, while range yearlings of low medium to rather good killing grade sold from \$6.25@7.50, some fat but grassy natives up to \$8. Choice light native ewes today reached \$5 to shippers and competition from this source has helped lift fat heavy native ewes to a 50c advance over a week ago, such kinds now selling largely at \$3@3.50 with medium weights from the latter figure up to \$4.25.

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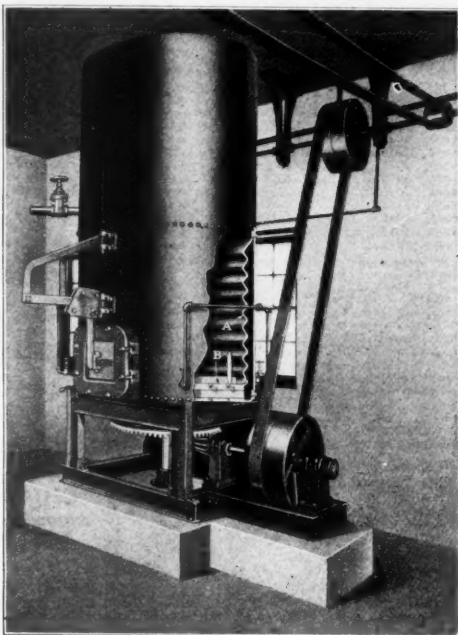
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# The new Improved Combination Cooking, Rendering and Drying Machines



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**Have Proved Very Satisfactory  
Write for Full Particulars**

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## CHICAGO MEAT TRADE CONDITIONS.

The weekly review of meat trade conditions at Chicago by the United States Bureau of Markets is as follows:

In spite of extremely hot weather the past week, demand for meat has shown a slight improvement over a week ago. However, the movement is still light, with consumptive demand narrow.

Supplies of beef have been moderate and assortments good. Handyweight medium to good steers selling from \$13 to \$15 formed a large percentage of the offering.

The few strictly choice steers available reached \$16, although most retailers were satisfied with the quality procurable at \$14.50 to \$15.50. A few loads of strictly grass steers from southern points were disposed of on this market. The quality for grassers was very satisfactory and found outlet with cut-rate and chain markets. Many good handyweight heifers have been available and met with buyers' favor. Cow supply consisted largely of common grades and canners, with a moderate number of heavy fed cows. Little interest was shown in bologna bulls, but with moderate offerings, prices show no change from a week ago. Kosher beef moved slowly at a decline of mostly \$1 from a week ago. While a slightly better movement is noticeable in fore-quarter cuts, boners are still bearish and taking the surplus at very low prices.

Supplies of veal consisted largely of heavy weight beefy calves, with good and choice handyweights somewhat scarce. Demand has been fairly good, with prices unchanged from a week ago.

Supplies of lambs consisted largely of common and medium grades. Demand centered on the better grades, which held fairly steady in price, while lower grades show sharp declines, with common and cull stock hard to dispose of at any price.

With moderate to light offerings of mutton, prices held steady with a week ago. Handyweight sheep were best sellers, owing to a shortage of desirable cutting lambs.

With supplies of pork moderate and general quality good, demand has been sufficient to keep stock moving with light fluctuations and the week's close is generally steady with a week ago.

Compared with last Friday, steers, cows, bulls and calves steady; lambs steady to \$4 lower and mutton steady; pork steady to \$1 lower; shoulders, 50c to \$1 higher; picnics, Boston bulls and spareribs steady. There will be very little stock carried over.

## The Packers' Pageant

The annual convention of the Institute of American Meat Packers will be held at Chicago on August 8, 9 and 10, 1921, in conjunction with the Pageant of Progress, a second World's Fair, which is to be held at Chicago during that period.

The Pageant of Progress is to include as one of its prominent features a splendid historical and illustrative exhibit of the meat packing industry, in the preparation of which members of the Institute and of the American Meat Packers' Trade & Supply Association will cooperate. Full information concerning this "second World's Fair" and the convention features in connection therewith will be published in early issues of THE NATIONAL PROVISIONER.

## Mr. Packer:

You always want the  
**BEST HOGS YOU  
CAN BUY.**

Try the INDIANAPOLIS MARKET—in the heart of the Corn Belt.

Hog quality supreme.

Centrally located.

Fast freight service.

*Indianapolis ranked  
fourth in hog receipts  
for April.*

Write us for our daily  
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Give us your order.

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INDIANAPOLIS, IND.**

**"Personal  
Service"**

## CHICAGO LIVESTOCK.

RECEIPTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Monday, June 27	20,293	2,923	47,959	21,848
Tuesday, June 28	5,946	3,802	28,291	12,903
Wednesday, June 29	4,123	2,303	29,474	16,001
Thursday, June 30	5,952	5,143	29,632	9,798
Friday, July 1	1,974	1,575	26,669	4,571
Saturday, July 2	92	186	4,657	617

Total last week . . . 41,800 15,932 160,682 65,826

Week ago . . . 26,239 6,725 76,250 34,839

Year ago . . . 13,055 1,884 32,680 12,402

Two years ago . . . 27,443 4,747 80,003 52,691

SHIPMENTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Monday, June 27	3,060	132	9,010	450
Tuesday, June 28	3,791	44	4,729	1,493
Wednesday, June 29	4,120	11	1,720	2,685
Thursday, June 30	4,174	11	3,439	2,549
Friday, July 1	1,357	53	5,060	694
Saturday, July 2	694	2,811	2,811	282

Total last week . . . 17,706 260 20,768 8,063

Week ago . . . 7,451 196 13,739 1,943

Year ago . . . 3,004 17 8,567 1,362

Two years ago . . . 8,389 139 16,531 3,377

Total receipts at Chicago for year to July 2:

	1921.	1920.
Cattle	1,399,209	1,467,306
Calves	433,952	427,735
Hogs	4,355,380	4,195,765
Sheep	2,217,708	1,529,379

Total receipts of hogs at eleven markets.

	Week.	Year to date.
Week ending July 2	554,000	15,699,000
Previous week	606,000	15,699,000
Cor. week, 1920	542,000	16,315,000
Cor. week, 1919	476,000	18,223,000
Cor. week, 1918	462,000	17,082,000
Cor. week, 1917	388,000	15,135,000
Cor. week, 1916	436,000	16,143,000
Cor. week, 1915	427,000	14,808,000
Cor. week, 1914	369,000	12,625,000

Combined receipts at seven points for week ending July 2, 1921, with comparisons:

	Cattle.	Hogs.	Sheep.
This week	131,000	446,000	163,000
Previous week	133,000	475,000	182,000
1920	167,000	426,000	217,000
1919	139,000	407,000	205,000
1918	165,000	370,000	150,000
1917	127,000	301,000	95,000
1916	112,000	339,000	147,000
1915	118,000	337,000	160,000
1914	82,000	248,000	151,000

Combined receipts at seven markets for year to July 2, 1921, with comparisons:

	Cattle.	Hogs.	Sheep.
1921	4,096,000	12,310,000	5,316,000
1920	4,553,000	13,292,000	4,249,000
1919	4,911,000	15,139,000	4,747,000
1918	5,399,000	13,911,000	4,193,000
1917	4,483,000	12,557,000	4,379,000
1916	3,671,000	13,451,000	4,980,000
1915	3,201,000	11,411,000	4,526,000

Chicago packers' hog slaughter for week ending July 2, 1921:

Armour & Co.	17,800
Anglo-American	7,000
Swift & Co.	17,000
Hammond Co.	7,500
Morris & Co.	10,400
Wilson & Co.	11,800
Boyd-Lunham	8,400
Western Packing Co.	16,400
Roberts & Oake	8,800
Miller & Hart	5,200
Independent Packing Co.	5,700
Brennan Packing Co.	5,200

Wm. Davies Co.	5,400
Others	14,000
Total	138,600
Previous week	148,800
Year ago	120,000
Two years ago	105,500

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ending July 2	\$ 7.69	\$ 8.65	\$ 4.20	\$10.15
Previous week	8.05	8.45	4.85	11.85
Cor. week, 1920	14.95	15.20	8.05	14.15
Cor. week, 1919	13.85	21.30	8.80	16.80
Cor. week, 1918	15.80	16.75	12.00	18.60
Cor. week, 1917	12.20	15.30	9.00	16.25
Cor. week, 1916	9.50	9.95	7.20	10.70
Cor. week, 1915	9.45	7.45	6.00	9.50
Cor. week, 1914	8.95	8.60	5.40	9.00
Cor. week, 1913	8.35	9.00	4.40	7.70
Cor. week, 1912	7.75	7.47	4.25	7.50
Cor. week, 1911	6.15	6.59	4.00	6.05

Market quotations at Chicago:

CATTLE.	
Prime steers	\$8.10@ 8.75
Good to choice steers	7.00@ 8.25
Fair to good steers	6.25@ 7.25
Yearlings, fair to choice	7.00@ 8.50
Feeding steers	6.00@ 7.50
Heifers	5.00@ 7.50
Cows, good to choice	4.35@ 6.75
Fair to good cows	3.65@ 4.75
Canvans	1.50@ 2.25
Cutters	2.40@ 3.75
Bologna bulls	3.50@ 4.60
Good to choice calves	8.00@10.25

HOGS.

Choice light butchers	\$9.65@9.80
Medium weight butchers	9.00@9.75
Heavy butchers, 270-325 lbs.	9.25@9.60
Fair to fancy light	9.00@9.80
Heavy packing	8.50@9.20
Rough packing	8.10@8.50
Pigs	7.50@9.25

SHEEP.

Native lambs	\$8.00@10.65
Western lambs	9.50@11.25
Cull lambs	5.00@ 7.00
Yearlings	5.00@ 8.50
Wethers	3.00@ 6.00
Ewes	1.00@ 5.00

## CHICAGO PROVISION MARKET

Range of Prices.

SATURDAY, JULY 3, 1921.

	Open	High	Low	Close
PORK—(Per bbl.)—				
July	\$17.95	\$17.65	\$17.65	\$17.80
Sept.	18.00	17.90	18.00	18.00
LARD—(Per 100 lbs.)—				
July	10.55	10.10	10.50	10.15
Sept.	10.90	10.42½	10.85	10.47½
Oct.	11.05	10.67½	10.97½	10.62½
SHORT RIBS—(Boxed 25c more than loose)—				
July	10.47½	10.32½	10.40	10.37½
Sept.	10.77½	10.60	10.65	10.65
Oct.	10.62½	10.55		

MONDAY, JULY 4, 1921.

Holiday, no market.

TUESDAY, JULY 5, 1921.

PORK—(Per bbl.)—	17.65	17.75	17.65	17.65
Sept.	17.85	17.90	17.90	18.00
LARD—(Per 100 lbs.)—				
July	10.55	10.55	10.52½	10.50
Sept.	10.80	10.87½	10.85	10.85
Oct.	10.95	11.00	10.97½	10.97½
SHORT RIBS—(Boxed 25c more than loose)—				
July	10.25	10.30	10.27½	10.40
Sept.	10.65	10.65	10.50	10.65

WEDNESDAY, JULY 6, 1921.

PORK—(Per bbl.)—				
July	Nominal			17.90
Sept.	Nominal			18.00
LARD—(Per 100 lbs.)—				
July	10.60	10.75	10.60	10.72½
Sept.	10.90	11.00	10.82½	11.00
Oct.	11.07½	11.12½	11.07½	11.12½
SHORT RIBS—(Boxed 25c more than loose)—				
July	Nominal			10.25
Sept.	10.50	10.50	10.35	10.50

THURSDAY, JULY 7, 1921.

PORK—(Per bbl.)—				
July				18.00
Sept.				18.20
LARD—(Per 100 lbs.)—				
July	10.75	10.77	10.75	10.77
Sept.	10.95	11.07	10.95	11.07
Oct.	11.12	11.20	11.12	11.20
SHORT RIBS—(Boxed 25c more than loose)—				
July				10.40
Sept.	10.55	10.67	10.55	10.65

FRIDAY, JULY 8, 1921.

PORK—(Per bbl.)—				
July	18.00	18.00	18.00	18.00
Sept.	18.22½	18.22½	18.22½	18.22½
LARD—(Per 100 lbs.)—				
July	11.05-11	11.20	11.00	11.07
Oct.	11.15-17	11.30	11.15	11.20
RIBS—(Boxed, 25c more than loose)—				
July				10.45
Sept.	10.65-67	10.70	10.65	10.67½

## CHICAGO RETAIL FRESH MEATS

(Corrected weekly by C. W. Kaiser, Sec'y, United Master Butchers' Ass'n of Chicago.)

Beef.		No. 1.	No. 2.	No. 3.
Rib roast, heavy end	30	25	17	
Rib roast, light end	32	28	19	
Chuck roast	18	16	14	
Steaks, round	33	28	25	
Steaks, sirloin, first cut	45	35	31	
Steaks, porterhouse	52	42	32	
Steaks, flank	30	25	13	
Beef stew	18	16	12	
Corned briskets, boneless	28	23		
Corned plates	12	10		
Corned rumps, boneless	28	28	21	

Lamb.		Good.	Nom.
Hindquarters	42	25	
Lags	45	28	
Stews	15	12½	
Chops, Shoulder	25	20	
Chops, rib and loin	45	30	

Mutton.		25	23
Lags	10		
Stew	18		
Shoulders	32		
Chops, rib and loin	32		

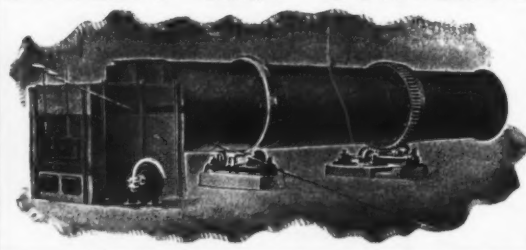
Pork.		@20	@25
Loins, whole, 8@10 avg.		@20	@25
Loins, whole, 10@12 avg.		@25	@30
Loins, whole, 14 and over		@23	@30
Chops		@30	@30
Shoulders		@17	@19
Butts		@19	@19
Spare ribs		@12½	@12½
Hocks		@15	@15
Leaf lard		@12	@12

Veal.		@20	@25
Hindquarters		@20	@25
Forequarters		@14	@22
Lags		@22	@22
Breasts		@20	@20
Shoulders		@25	@25
Cutlets		@45	@45
Rib and loin chops		@28	@28

Butchers' Offal.		@ 3¼	@ 1½
Suet		@ 3¼	@ 1½
Shop fat		@ 1½	@ 1½
Bones, per 100 lbs.		@25	@25
Calf skins		@14	@14
Kips		@ 8	@ 8
Deacons, each		@ 85	@ 85

Have you a difficult problem of packing-house practice to solve? Refer it to The "Practical Points for the Trade" department of The National Provisioner.

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Baltimore, Maryland



## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

Prime native steers.....	15	@16
Good native steers.....	14	@15
Medium steers.....	11	@13
Heifers, good.....	11	@14
Cows.....	9	@12 1/2
Hind quarters, choice.....		@23
Fore quarters, choice.....		@ 9.00

## Beef Cuts.

Steer Loins, No. 1.....	@29
Steer Loins, No. 2.....	@27
Steer Short Loins, No. 1.....	@34
Steer Short Loins, No. 2.....	@34
Steer Loin Ends (hips).....	@25
Steer Loin Ends, No. 2.....	@24
Cow Loin.....	@18
Cow Short Loin.....	@23
Cow Loin Ends (hips).....	@25
Steer Ribs, No. 1.....	@20
Steer Ribs, No. 2.....	@19
Cow Ribs, No. 1.....	@17
Cow Ribs, No. 2.....	@17
Steer Ribs, No. 3.....	@14
Steer Ribs, No. 4.....	@16 1/2
Steer Ribs, No. 5.....	@16
Steer Chucks, No. 1.....	@8 1/2
Steer Chucks, No. 2.....	@6 1/2
Cow Ribs.....	@14
Cow Chucks.....	@5 1/2
Steer Plates.....	@4
Medium Plates.....	@4
Briskets, No. 1.....	@16
Briskets, No. 2.....	@13
Steel Navel Ends.....	@3 1/2
Cow Navel Ends.....	@3 1/2
Fore Shanks.....	@6
Hind Shanks.....	@6
Rolls.....	@28
Strip Loins, No. 1, boneless.....	@55
Strip Loins, No. 2, boneless.....	@45
Strip Loins, No. 3.....	@22
Sirloin Butts, No. 1.....	@40
Sirloin Butts, No. 2.....	@32
Sirloin Butts, No. 3.....	@28
Beef Tenderloins, No. 1.....	@75
Beef Tenderloins, No. 2.....	@65
Rump Butts.....	@28
Flank Steaks.....	@25
Boneless Chucks.....	@10 1/2
Shoulder Clods.....	@18
Hanging Tenderloins.....	@14
Trimnings.....	@ 9

## Beef Product.

Brains, per lb.....	5	@ 8
Hearts.....	2 1/2	@ 6
Tongues.....	25	@28
Sweetbreads.....	25	@30
Ox-Tail, per lb.....	3	@ 8
Fresh Tripe, plain.....	4	@ 4
Fresh Tripe, H. C.....	5	@ 5
Livers.....	7	@ 8
Kidneys, per lb.....	7	@11

## Veal.

Choice Carcass.....	15	@16
Good Carcass.....	10	@14
Good Sides.....	20	@27
Good Backs.....	8	@12
Medium Backs.....	4	@ 6

## Veal Product.

Brains, each.....	6	@ 8
Sweetbreads.....	36	@40
Calf Livers.....	28	@32

## Lamb.

Choice Lambs	.....	@25
Medium Lambs	.....	@22
Choice Saddles	.....	@30
Medium Saddles	.....	@30
Choice Fores	.....	@20
Medium Fores	.....	@18
Lamb Fries, per lb.	.....	<b>@30</b>
Lamb Tongues, each	.....	@18
Lamb Kidneys, per lb.	.....	25 @25

## Mutton.

Heavy Sheep.....	@ 7
Light Sheep.....	@11
Heavy Saddles.....	@12
Light Saddles.....	@20
Heavy Fores.....	@ 5
Light Fores.....	@ 7
Mutton Legs.....	@20
Mutton Loins.....	@25
Mutton Stew.....	@ 3
Sheep Tongues, each.....	@18
Sheep Heads, each.....	@10

## Fresh Pork, Etc.

Dressed Hogs	.....	@14
Pork Loins	.....	@21
Leaf Lard	.....	@10
Tenderloins	.....	@45
Spare Ribs	.....	@ 7
Butts	.....	@14
Hocks	.....	@11
Trimnings	.....	@ 8 1/2
Extra Lean Trimnings	.....	@12
Tails	.....	@ 7
Snouts	.....	@ 4 1/2
Pigs' Feet	.....	@ 3 1/2
Pigs' Heads	.....	@ 6
Blade Bones	.....	@ 9
Blade Meat	.....	@12
Cheek Meat	.....	6 @ 8
Hog Wrens, per lb.	.....	4 @ 6
Neck Bones	.....	@ 3
Skinned Shoulders	.....	@13
Pork Hearts	.....	@ 4
Pork Kidneys, per lb.	.....	@12
Pork Tongues	.....	@12
Slip Bones	.....	@ 9
Tail Bones	.....	@ 9
Brains	.....	@ 8
Back fat	.....	@11
Hams	.....	27 @28
Calas	.....	17 @14
Bellies	.....	10 @16

## SAUSAGE.

Columbia, Cloth, Bologna.....	@15 1/2
Bologna, large, long, round, in casings.....	@14 1/2
Choice Bologna.....	@15

Frankfurters.....	@20
Liver Sausage.....	@19
Tongue and blood sausage, with pork.....	@18
Mixed Sausage.....	@16 1/2
New England Style Sandwich Sausage.....	@15 1/2
Prepared Luncheon Sausage (Berliner).....	@16 1/2
Liberty Luncheon Sausage (Berliner).....	@16 1/2
Oxford Lean Butts.....	@31
Polish Sausage.....	@16
Garlic Sausage.....	@15
Country Smoked Sausage.....	@15 1/2
Country Fresh Sausage.....	@16 1/2
Pork Sausage, bulk.....	@14 1/2
Pork Sausage, short link.....	@18
Luncheon Roll.....	@17
Delicatessen Loaf.....	@16
Ox Tongues, jellied.....	@41
Macaroni and Cheese Loaf.....	@18
Loaf Roll, cooked.....	@53

## Summer Sausage.

D'Arles, new goods.....	@42
Beef Casings Salami.....	@38
Italian Salami (new goods).....	@41
Capri.....	@33
Holsteiner.....	@25
Peppetoni, long links.....	@32
Farmer.....	@35

## Sausage in Brine.

Bologna, kits.....	@ 1.65
Bologna, 1/2s @ 1/2s.....	2.30 @ 10.15
Pork, link, kits.....	@ 1.82
Pork, links, 1/2s @ 1/2s.....	2.40 @ 10.50
Polish Sausage, kits.....	@ 1.80
Polish Sausage, 1/2 @ 1/2s.....	2.40 @ 10.50
Frankfurts, kits.....	@ 1.70
Frankfurts, 1/2s @ 1/2s.....	2.20 @ 9.75
Blotch Sausage, kits.....	@ 1.70
Blood Sausage, 1/2 @ 1/2s.....	2.20 @ 9.75
Liver Sausage, kits.....	@ 1.55
Liver Sausage, 1/2 @ 1/2s.....	2.00 @ 9.00
Head Cheese, kits.....	@ 1.75
Head Cheese, 1/2 @ 1/2s.....	2.30 @ 10.00

## VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels.....	\$15.00
Pickled Plain Tripe, in 200-lb. barrels.....	14.00
Regular H. C. Tripe, in 200-lb. barrels.....	16.00
Pocket H. C. Tripe, in 200-lb. barrels.....	18.00
Pickled hog chitterlings, uncooked, bbls.....	30.00
Pickled hog chitterlings, cooked, bbls.....	24.00
Sheep Tongues, short cut, barrels.....	57.00
Sheep Tongues, long cut, barrels.....	54.00
Pork Tongues, barrels.....	65.50

## CANNED MEATS.

	No. 1/2 No. 1.	No. 2.	No. 6.
Corned beef.....	\$ 2.00	\$ 3.25	\$15.50
Roast beef.....	2.00	3.25	15.50
Roast mutton.....	2.00	3.25	15.50
Sliced, dried.....	\$2.75	4.50	8.00
Ox tongue, whole.....	13.25	17.50	53.00
Luncheon tongue.....	2.50	4.75	10.25
Corn beef hash.....	1.50	3.10	5.50
Roast beef hash.....	.....	.....	.....
Hamburger steak with onions.....	1.50	3.15	6.00
Vienna style sausage.....	1.15	2.40	4.25
Luncheon sausage.....	1.20	.....	.....
Breakfast sausage.....	.....	2.65	3.75
Veal loaf, med. size.....	.....	.....	2.00

## EXTRACT OF BEEF.

	Per doz.
2-oz. jars, 1 doz. in case.....	\$ 3.30
4-oz. jars, 1 doz. in case.....	6.25
8-oz. jars, 1 doz. in case.....	11.25
16-oz. jars, 1/2 doz. in case.....	21.00

## BARRELLED BEEF AND PORK.

Extra Plain Beef, 200-lb. barrels.....	@25.00
Extra Beef.....	@23.00
Rollettes.....	@25.00
Rump Butts.....	@26.00
Mess Pork.....	@23.00
Clear Fat Backs.....	@24.50
Family Back Pork.....	@30.00
Bean Pork.....	@21.00

## LARD.

Pure Lard, kettle rendered, per lb., tes.....	@14 1/4
Pure Lard.....	@13 1/4
Cooking oil, per gal., in barrels.....	@12 1/2
Bakers' special cooking oil.....	@ 9 1/2
Barrels, 1/2c over tierces, half barrels, 1/4c over tierces; tubs and pails, 10 to 30, lbs., 1/4c to 1c over tierces.....	

## BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chicago.....	@19
Cartons, rolls or prints, 1 lb.....	@20
Cartons, rolls or prints, 2 @ 5 lbs.....	@19 1/2
Shortenings, 30 @ 60 lb. tubs.....	@14
Nut Margarine, prints, 1 lb.....	@20

## DRY SALT MEATS.

Clear Bellies, 12 @ 14 avg.....	@16.25
Clear Bellies, 14 @ 16 avg.....	@16.00
Clear Bellies, 18 @ 20 avg.....	@15.00
Rib Bellies, 12 @ 14 avg.....	@15.75
Rib Bellies, 20 @ 25 avg.....	@14.50
Fat Backs, 10 @ 12 avg.....	@10.75
Fat Backs, 12 @ 14 avg.....	@11.00
Fat Backs, 14 @ 16 avg.....	@11.25
Extra Short Clears.....	@13.00
Extra Short Ribs.....	@13.00
Short Clears.....	@14.50
Butts.....	@ 9.50

## WHOLESALE SMOKED MEATS.

Skinned Hams.....	34 1/2 @ 34 1/2
Regular Ham.....	31 1/2 @ 32 1/2
Calas, 4 @ 6 lbs. avg.....	@18 1/2
Calas, 6 @ 12 lbs. avg.....	16 1/2 @ 17 1/2
New York Shoulders, 8 @ 12 avg.....	@18 1/2
Breakfast Bacon, fancy.....	34 @ 43
Rib Bacon, wide, 5 @ 12 avg., and strip, 4 @ 8 avg.....	@17 1/2
Wide, 12 @ 14 avg. and strip, 6 @ 7 avg.....	@22 1/2
Wide, 4 @ 6 avg. and strip, 3 @ 4 avg.....	@27
Dried Beef Insides.....	@40
Dried Beef Knuckles.....	@45
Dried Beef Outdoors.....	@25
Dried Beef Seta, best.....	@44 1/2
Skinned Boiled Hams.....	@60

Regular Boiled Hams.....	@44
Boiled Calas.....	@28
Cooked Loin Rolls.....	@52
Cooked Rolled Shoulder.....	@30

## SAUSAGE CASINGS.

F. O. B. CHICAGO.

Beef Rounds, per set.....	@23
Beef Export Rounds.....	@28
Beef Middles, per set.....	@55
Beef Bungs, per piece.....	@23
Beef Wands.....	@12
Beef Bladders, small, per doz.....	@1.50
Beef Bladders, medium, per doz.....	@1.75
Hog Casings, free of salt, regular.....	@1.10
Hog Casings, f. o. b. extra narrow.....	@1.75
Hog Middles, per set.....	@17
Hog Bungs, large.....	@19
Hog Bungs, medium.....	@ 9
Hog Bungs, narrow.....	@ 7
Hog Stomachs, per piece.....	@ 5
Imported wide Sheep Casings.....	@.....
Imported medium wide Sheep Casings.....	@.....
Imported medium Sheep Casings.....	@.....

## FERTILIZERS.

	Per Unit.
Ground dried blood.....	\$2.50 @ 2.65
Ungrind and crushed blood.....	2.25 @ 2.40
Concentrated tankage, ground.....	2.25 @ 2.50
Hoofmeal.....	1.85 @ 2.00
Ground tankage, 10 to 11%.....	2.00 @ 2.10
Ground tankage, 6 1/2 to 9%.....	1.75 @ 1.90
Crushed and unground tankage.....	1.25 @ 1.75
Ground raw bone, per ton.....	23.00 @ 28.00
Ground steam bone, per ton.....	22.00 @ 24.00
Ground steamed bone.....	16.00 @ 18.00
Ungrind bone tankage.....	12.00 @ 14.00

## HORNS, HOOF AND BONES.

	Per Ton.
No. 1 horns.....	175.00 @ 200.00
No. 2 horns.....	125.00 @ 150.00
No. 3 horns.....	50.00 @ 75.00
Hoofs, black.....	20.00 @ 25.00
Hoofs, striped.....	25.00 @ 30.00
Hoofs, white.....	30.00 @ 35.00
Round shin bones, heavies.....	50.00 @ 55.00
Round shin bones, lights.....	45.00 @ 50.00
Flat shin bones, heavies.....	42.50 @ 47.50
Flat shin bones, lights.....	35.00 @ 40.00
Thigh bones, heavies.....	50.00 @ 55.00
Thigh bones, lights.....	40.00 @ 45.00
Skulls, jaws and knuckles.....	22.00 @ 24.00

## LARD.

Prime, steam, cash.....	@10.72 1/2
Prime, steam, loose.....	@ 9.72 1/2
Leaf.....	@ 9.50
Compound.....	@ 8 1/2
Neutral lard.....	@11 1/2

## STEARINES.

Prime oleo.....	6 1/2 @ 7
Tallow.....	5 1/2 @ 6
Grease, yellow, loose.....	3 1/2 @ 4
Grease, A white, loose.....	5 1/2 @ 5 1/2

## OILS.

Oleo oil, extra.....	8 1/2 @ 8 1/2
Oleo oil, No. 2.....	7 1/2 @ 7 1/2
Oleo stock.....	7 1/2 @ 8 1/2
Linsed, loose, per gal.....	@ 67
Corn oil, loose.....	5 1/2 @ 5 1/2
Soya bean oil, seller tank, f. o. b. coast.....	5 @ 6

## TALLOW.

Edible.....	5 1/2 @ 6
Choice country.....	5 1/2 @ 5 1/2
Packers, prime, loose.....	5 @ 5 1/2
Packers, No. 1, loose.....	3 1/2 @ 4
Packers, No. 2.....	2 1/2 @ 3

## GREASES.

White, choice.....	5 1/2 @ 5 1/2
White, "A" loose.....	4 @ 4 1/2
White, "B" loose.....	4 @ 4 1/2
Bone, naphtha extracted.....	2 1/2 @ 3
Crackling.....	3 1/2 @ 3 1/2
House.....	2 1/2 @ 3
Yellow.....	3 1/2 @ 3 1/2
Brown.....	2 1/2 @ 2 1/2
Pigs' foot grease.....	6 @ 6 1/2
Garbage, grease, loose.....	2 @ 2 1/2
Glycerine, C. P.....	15 @ 15 1/2
Glycerine, dynamite.....	12 @ 12 1/2
Glycerine, crude soap.....	7 @ 7 1/2
Glycerine, candle.....	8 1/2 @ 9

## COTTONSEED OILS.

White, deodorized.....	8 1/2 @ 9
P. S. Y., loose, Chicago.....	7 1/2 @ 7 1/2
P. S. Y., soap grade.....	6 1/2 @ 6 1/2
Soap stock, bbls., concn., 22 @ 25 f. o. b. Tex.....	3 @ 3 1/2
Soap stock, loose, 1/2 % f. o. b. Chicago.....	1 @ 1 1/2

## COOPERAGE.

Ash Pork Barrels, black iron hoops.....	1.55 @ 1.60
Oak Pork Barrels, black iron hoops.....	1.85 @ 1.70
Ash Pork Barrels, galv. iron hoops.....	1.75 @ 1.80
Red Oak Lard Tierces.....	2.10 @ 2.15
White Oak Lard Tierces.....	2.35 @ 2.40
White Oak Ham Tierces.....	@2.70

## CURING MATERIALS.

Refined saltpetre, granulated, bbls.....	@ 9 1/2
Bags.....	@ 9 1/2
Refined saltpetre, crystals, bbls.....	@10 1/2
Bags.....	@10 1/2
Double refined Nitrate of Soda, gran., f. o. b. N. Y. & S. F., carloads.....	@ 5 1/2
Sacks.....	@ 5 1/2
Double refined nitrate of soda, gran., f. o. b. N. Y. & S. F., less than carloads.....	@ 5 1/2
Bbls.....	@ 5 1/2
Sacks.....	@ 5 1/2
Double refined Nitrate of Soda, crystals.....	@ 6 1/2
Bbls.....	@ 6 1/2
Sacks.....	@ 6 1/2
Nitrate of Soda, kegs, 100 @ 130 lbs. 1c over Bbls.....	@16 1/2
Boric acid, crystals to powdered.....	14 1/2 @ 16 1/2
Borax, crystals to powdered.....	8 1/2 @ 9 1/2
Sugar.....	
*White, clarified, f. o. b. New Orleans.....	@ 4 1/2
*Yellow, clarified, f. o. b. New Orleans.....	@ 4
Plantation, granulated, f. o. b. New Orleans (less 2%).....	@5.00

Salt.....	
Michigan, granulated, car lots, per ton, f. o. b. Chicago, bulk.....	10.08
Michigan, medium, car lots, per ton, f. o. b. Chicago, bulk.....	11.58

# Retail Section

## Good Meat Goes Begging!

With good forequarter meat going begging in most markets, and plate beef almost being given away at wholesale, consumers continue to complain of high retail prices. Whether this is the fault of retailers entirely or in localities only, or whether the housewife will not appreciate the bargains offered her, the fact remains that the situation is economically unsound.

The retailers see it and are fighting to remedy it. The retailer members of the New York Meat Council have authorized the following statement to the public in regard to the situation:

Housewives should be getting good meat, especially forequarter cuts, such as chuck plate, shoulder and briskets at low prices now. The women of this city who know how to buy meat should be getting it at very close to pre-war prices. Consumers of kosher meat particularly should be getting real bargains.

Seven cents a pound and less is being paid wholesale for fine chucks. The difference in wholesale price between forequarter and hindquarter cuts is growing as the demand for the former is decreasing. Some retail stores are selling most of these same cuts at twenty-five cents a pound and even more and those who are paying such prices should have a heart-to-heart talk with their dealers. Kosher meat buyers should be getting most benefit out of these abnormally low wholesale prices.

Wholesalers in this city are complaining that the demand for forequarter meats is very light. Conditions in Philadelphia are just as bad and meat is being sent here from that city. The consumption of meat is steadily decreasing at a time when people should be buying more meat because of falling prices. The latest figures of the United States Bureau of Markets, those for April, show a decrease in the per capita consumption of federally-inspected beef and veal from 3.64 pounds in March to 3.47 pounds in April. In April, 1920, the per capita consumption of beef and veal was 4.07 pounds, six-tenths of a pound more than this April.

The meat now being sold is of exceptionally good quality. The farmers are sending the animals to market excellently "finished" and the meats are unusually high grade.

It is amazing to see how the women of this city are passing by excellent, tasty and nutritious meat at economical prices and insisting on expensive cuts. This situation cannot be explained, except by accusing the New York City housewife of not knowing how to buy or not knowing how to cook.

The cheap forequarter cuts make excellent meals. Chuck is economical meat and has excellent flavor. It is the best meat for pot roasts and also makes fine stews, casserole dishes and spiced beef. Some of the forequarter cuts are ideal for

preparing and serving as "cold meats" which are so popular in summer.

## RETAILER TELLS OF CHEAP MEAT.

John T. Russell, president of the Meat Council of Chicago, issued the following statement this week:

"Retail meat prices in some Chicago markets have dropped 30 per cent from the level prevailing a year ago today, according to comparative figures obtained from a large cash-and-carry establishment. On some cuts of meat the declines range as high as 50 per cent.

"The importance of these price declines to the housewife is indicated by the following table, which shows graphically how much farther \$5 will go today in one Chicago cash-and-carry market than was the case a year ago:

ONE YEAR AGO.	
5 pounds sirloin steak .....	\$2.75
5 pounds rib roast .....	2.45
Total .....	\$5.20

TODAY.	
5 pounds sirloin steak .....	\$2.00
5 pounds rib roast .....	1.37
3 pounds pot roast (chuck) .....	.48
3 pounds lamb stew .....	.24
3 pounds spare ribs .....	.33
2 pounds pork loins .....	.50
1½ pound smoked brisket bacon .....	.10
1½ pounds leaf lard .....	.18
Total .....	\$5.20

## LOCAL AND PERSONAL.

Chris Lerche has opened a meat market in Clare, Ia.

Charles Saal will open a meat market in Wooster, Ohio.

George Wolf is opening a meat market in New Berlin, Ill.

B. W. Peterson has opened a meat market in Broadus, Mont.

John Zenos is remodeling his meat market at Holtville, Calif.

Ross & Hamilton have opened a meat market in Indianola, Ia.

C. Balcom has bought the Bradley meat market at Charles City, Ia.

The Farmers' Market, Biddeford, Me., has been destroyed by fire.

Paul McInturff has purchased a meat market in Rosewood, Ohio.

The Cash Meat Market, Browning, Mont., has been destroyed by fire.

Andrew Wise has bought the O'Connor meat market in Delphi, Ind.

Walter Wilson and G. W. McPherson have opened a meat market in Holton, Kans.

The Moneta public market at Los Angeles, Calif., has been opened.

D. Boyington will open a meat market and grocery in Browning, Mont.

Fred Flory has sold his meat market in Auburn, Ill., to Frank Petrovich.

Frank White has engaged in the meat business in Eureka Springs, Ark.

W. C. Carter & Son have retired from the meat business at Halsey, Ore.

A. V. Arnold, meat dealer in Brodhead, Wis., has sold out to W. G. Smith.

J. C. White, meat dealer at Arena, Wis., has been succeeded by D. P. Lynch.

F. J. Dorie has sold his meat market in Holton, Kans., to R. E. Huff & Son.

Mr. Nesbitt has again engaged in the meat business in Eureka Springs, Ark.

Edward Meier is engaging in the meat and grocery business at Millburn, Mich.

W. A. Haynes has bought the City Market at Belton, Tex., from Mr. Tennison.

Hewitt Bros. have sold their meat market at Cadott, Wis., to Olaf A. Schroder.

Jacob Karn has purchased the Harry Kissinger meat market in Rochester, Ind.

August Theobald, meat dealer at Iona, Minn., has been succeeded by C. W. Hurley.

The Kirkland Mercantile Company, Kirkland, Wash., has added a meat department.

Mayberry, McKinney & Twitchell are engaging in the meat business in Brownsville, Ore.

E. L. Stephens has sold the Union Meat Market at Mt. Vernon, Wash., to G. Ellinger & Son.

W. M. Degerhart has been making extensive improvements in his meat market at Wapata, Wash.

A. Witherla has begun a building in Cromwell, Minn., to be used as a store and meat market.

The New Lake Provision Company has opened a meat market at 2714 East Lake street, Minneapolis, Minn.

W. T. Petty, meat dealer at 220 Monroe avenue, Grand Rapids, Mich., has sold out to Alexander N. McFadyen.

The Wisconsin Meat Company, 270 South Main street, Fond du Lac, Wis., has been sold to Richard Procknow.

Peter and John Busheuse have opened the Central Meat Market at 326 South Burdick street, Kalamazoo, Mich.

J. E. Ramsey and L. J. Emerton have opened a meat market and grocery store at 118 West Sixth street, Newton, Kans.

The Lackawanna Meat Corporation has plans for a meat market and store at Center and Pennsylvania streets, Lackawanna, N. Y.

H. L. Billings has purchased the Macks-ville Meat Market, Macksville, Kans., from

## Retailers' Annual Convention

The next annual convention of the United Master Butchers of America will be held in the city of Detroit, Mich., in the week of August 8, 1921, the local association in Detroit entertaining. The officers of the Detroit association are: President, Emil Schwartz; secretary, Anthony A. Henk; treasurer, Pius Goedecke. Because of its geographical location a large attendance is expected. Solid special trains will leave Chicago, St. Louis, Cleveland and New York City, carrying members and visitors to this meeting.

For Sausage Makers

# BELL'S

Patent Parchment Lined

## SAUSAGE BAGS

and

## SAUSAGE SEASONINGS

For Samples and Prices, write

**THE WM. G. BELL CO.**  
BOSTON MASS.

W. C. Becker and sold it to W. M. Goold of Ness City.

William A. Eckert has taken over the meat market and grocery of his son, R. G. Eckert, at Lansing, Mich., which was damaged by fire recently.

George Conk, a butcher at 460 Spring street, Elizabeth, N. J., has filed a voluntary petition in bankruptcy. His assets are given as \$1,180 and liabilities \$3,160.

John Zah and Herman Schroeder have purchased the meat market at 340 West Division street, Fond du Lac, Wis., from H. Saier of the Chain Markets Company.

Temkin Bros. Co., meat and grocery, Milwaukee, Wis., has incorporated with a capital of \$25,000. The incorporators are Wm. Temkin, Louis Temkin, and Dan J. Richter.

The Petersen Rehbein Company, meats, etc., has incorporated with a capital of \$40,000 at Appleton, Wis. The incorporators are Fred Petersen, Albert R. Rehbein and Wm. Vorbeck.

### THE BUSINESS QUIZ.

Last week six questions of primary importance to every business man were printed on this page. Following are the questions repeated, with their answers:

Question No. 1—How can you determine the number of times per year a retail stock is turned?

Answer.—The number of times per year a stock is turning may be determined by dividing the year's sales, figured on the cost of the goods, by the average value of the stock on hand during the year; thus sales (at cost) \$50,000; stock \$10,000—turns five times.

Question No. 2—What is the prime object of a cost accounting system?

Answer.—The prime object of a cost accounting system is: (a) To secure the highest state of efficiency in manufacturing. (b) To know the exact cost of manufacture. (c) To know for a certainty if a business is being conducted along profitable lines. (d) To fix a basis upon which it is advantageous to sell.

Question No. 3—What is known as a "sight bill"?

Answer.—A "sight bill" is a bill of exchange payable at sight or as soon as



HAND FORGED ON THE ANVIL FROM DOUBLE SHEAR STEEL

## John Wilson's Butcher Knives and Steels

1750

Standard of the World

1921

THE BEST THEN

THE BEST TODAY

I. WILSON, SYCAMORE STREET, SHEFFIELD, ENG.

Sole American Agents

**Boker Cutlery & Hardware Co., Inc., New York, N. Y.**



### RELIABLE REFRIGERATION for the Butcher

When a Butcher buys refrigerating equipment, the thought uppermost in his mind, in most cases, is the reliability of the machine. Can he absolutely depend upon it to perform the work? A shut-down at a time when his refrigerator is well stocked would mean a heavy loss, due to spoiled meats.

York Refrigerating Machines have demonstrated their absolute reliability by more than thirty-five years of satisfactory service, which has given them a high reputation throughout the refrigerating field.

Many butchers in all parts of the United States, and in Foreign Countries, are using York Mechanical Refrigeration in marketing high grade products. We invite all Butchers to investigate the York System of Refrigeration, and believe it will prove profitable to them in most cases.

**YORK MANUFACTURING CO.**

(Ice Making and Refrigerating Machinery exclusively)

YORK, PA.



presented. It has no connection with a C. O. D. bill or a sight draft.

Question No. 4—What is known as a "teaser" advertising campaign?

Answer.—A "teaser" campaign is one in which an advertisement is inserted calculated to arouse curiosity of the reader by "teasing" their sense of credulity. An example is, "Ask Dad, he knows," used some time ago.

Question No. 5—What is a "sleeping partner"?

Answer.—A "sleeping partner" is one who invests his money in a business without appearing by name in the firm and

without taking active part in the work, while being liable in the same way as active partners.

Question No. 6—Is an agreement without consideration valid?

Answer.—An agreement without consideration is always considered invalid. That is why agreements as a rule are worded, "In consideration of the sum of one dollar paid this day" to make the contract binding.

Next week six more questions will be put and answered in the following issue.

If you need a good man, watch the "Wanted" page.

**Purity** GREASE PROOF  
PARCHMENT  
PAPER

**Mountain Mill Paper Co.**  
General Office and Mills, LEE, MASS.



# New York Section

F. S. Doane, beef cutting department, Swift & Company, Boston, is in New York.

A. L. Headburg, traffic department, Morris & Company, has returned to Chicago.

T. Sanders, corned meat department, Morris & Company, Chicago, is in New York.

R. G. Clark, small stock department, Cudahy Packing Company, Omaha, is in New York.

J. M. Wadd, butterine department, and J. J. Kenney, produce department, Wilson & Company, Chicago, are in town this week.

Upon the return of D. I. Matthews from a business trip to Cuba, R. A. Evans, auditor of Morris & Company, has returned to Chicago.

J. A. Brewster of Poels & Brewster sailed last Saturday on the Aquitania for an extended stay abroad. J. A. Connolly is in charge of the New York office during Mr. Brewster's absence.

William S. Erickson, for a number of years connected with the credit department in Armour & Company's 120 Broad-

way office, has been transferred to the Philadelphia office.

E. J. Kuch of the beef cutting department, Swift & Company, New York, is spending a two weeks' vacation at Belle Harbor.

Prices realized on Swift & Company's sales of carcass beef in New York City for the week ending Saturday, July 2, 1921, on shipments sold out, ranged from 13 to 16 cents per pound, and averaged 14.32 cents per pound.

Al Conrad, who in private life is none other than the son of Mr. and Mrs. Moe Loeb, is playing a new act in vaudeville and will shortly commence a four weeks' engagement with the Fox circuit in Greater New York. Conrad is one of the best-known and most popular artists on the "big time."

The number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending Saturday, July 2, 1921, are reported by the New York City Health Department as follows: Meat—Manhattan, 8,003¾ lb.; Brooklyn, 6 lbs.; Bronx, 10 lbs. total, 8,019¾ lbs. Poultry and game—Manhattan, 1,233 lbs. Fish—Manhattan, 8 lbs.; Brooklyn, 13 lbs.; total, 21 lbs.

## NATIONAL BUTCHERS' CONVENTION.

Wm. H. Hornidge, New York state secretary, has received from Theo. Kirchheimer, chairman of the allied committee, the following tentative plans for the national convention of the United Master Butchers of America in Detroit.

The convention dates are August 8 to 12, with headquarters at Hotel Statler, the rates being from \$3 to \$6 single and \$4 to \$8 double. The following is the program schedule:

Monday evening, August 8, reception.

Tuesday morning, opening session for delegates, master butchers and their wives. Mayor Couzens will address the convention on behalf of the city of Detroit.

Tuesday evening, grand ball.

Wednesday, auto ride to Ford's automobile factory, and in the evening vaudeville for all master butchers and their wives.

Thursday evening, banquet.

Business sessions, open to delegates only, will be held each day.

Mr. Kirchheimer assures Mr. Hornidge that it does not matter how many attend—all will be welcome.

## EASTERN MEAT TRADE CONDITIONS.

Meat trade conditions for the week at New York, Philadelphia and Boston are reviewed by the United States Bureau of Markets as follows:

The general advance in wholesale prices for fresh meats at Eastern markets was strong at the opening on Tuesday, following a holiday on Monday. This upward movement of prices was coincident with a somewhat improved demand, especially for forequarter cuts, due to lower temperature prevailing, together with slightly decreased receipts of western dressed and somewhat lighter offerings of locally slaughtered meats compared with those of several weeks past.

The trend of prices on beef was toward higher levels beginning with the opening of the market on Tuesday, further advances were recorded later in the week at Boston, while other markets maintained opening gains throughout the week. The total offerings of both western grass and local slaughter compared to those of recent weeks. This condition together with a broader demand for chucks and plates, due to cooler weather, were the contributing causes to higher prices prevailing. Due to the comparatively small number included in the offerings good and choice grades of steers displayed the greatest strength and registered the sharpest advances. Compared with the previous week's close, Boston gained \$1.75 to \$2 on seers and \$1 to \$1.50 on cows; New York and Philadelphia advanced about \$1 on steers, while cows were 50c to \$2 higher at New York and held steady at Philadelphia. Offerings of bulls were extremely light and prices were practically unchanged for the week. Lighter offerings and a decided improvement in demand at New York forced prices on kosher cuts and plates sharply upward. The advances for the week being \$6 to \$7 per hundred lbs. Due to a narrow demand prices were unchanged at Philadelphia. Under a fair

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Markets at Chicago and three Eastern markets on Thursday, July 7, 1921, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILADEL.
<b>Fresh Beef—</b>				
<b>STEERS:</b>				
Choice .....	\$15.00@16.00	\$14.50@14.75	\$15.50@16.00	\$15.50@.....
Good .....	13.50@15.00	14.25@14.50	14.00@15.00	14.50@15.00
Medium .....	12.00@13.00	14.00@14.25	12.00@13.00	13.00@14.00
Common .....	9.50@11.00	.....@.....	9.00@10.00	11.00@13.00
<b>COWS:</b>				
Good .....	11.00@12.00	12.00@12.50	11.00@13.00	.....@.....
Medium .....	9.50@10.50	11.00@11.50	10.00@11.00	10.00@11.00
Common .....	8.50@ 9.50	10.00@10.25	8.00@10.00	9.00@10.00
<b>BULLS:</b>				
Good .....	.....@.....	.....@.....	.....@.....	.....@.....
Medium .....	.....@.....	.....@.....	.....@.....	.....@.....
Common .....	7.00@ 7.75	.....@.....	8.00@ 9.00	8.00@ 9.00
<b>Fresh Veal*</b>				
Choice .....	15.00@16.00	.....@.....	16.00@17.00	.....@.....
Good .....	14.00@15.00	.....@.....	14.00@15.00	15.00@17.00
Medium .....	12.00@13.00	10.00@12.00	12.00@14.00	13.00@15.00
Common .....	9.00@11.00	8.00@10.00	8.00@12.00	10.00@13.00
<b>Fresh Lamb and Mutton—</b>				
<b>LAMBS:</b>				
Choice .....	25.00@26.00	26.00@27.00	28.00@30.00	25.00@27.00
Good .....	23.00@24.00	25.00@26.00	25.00@26.00	23.00@24.00
Medium .....	19.00@20.00	18.00@20.00	20.00@24.00	21.00@26.00
Common .....	14.00@17.00	15.00@18.00	14.00@18.00	15.00@20.00
<b>YEARLINGS:</b>				
Good .....	.....@.....	18.00@20.00	.....@.....	.....@.....
Medium .....	.....@.....	16.00@18.00	.....@.....	.....@.....
Common .....	.....@.....	14.00@15.00	.....@.....	.....@.....
<b>MUTTON:</b>				
Good .....	11.00@12.00	10.00@12.00	14.00@16.00	15.00@16.00
Medium .....	9.00@10.00	7.00@ 9.00	11.00@12.00	12.00@14.00
Common .....	6.00@ 8.00	.....@.....	8.00@10.00	10.00@12.00
<b>Fresh Pork Cuts—</b>				
<b>LOINS:</b>				
8-10 lb. average .....	19.00@21.00	21.00@22.00	22.00@23.00	20.00@23.00
10-12 lb. average .....	18.00@19.00	20.00@21.00	20.00@22.00	20.00@22.00
12-14 lb. average .....	17.00@18.00	19.00@20.00	19.00@20.00	18.00@20.00
14-16 lb. average .....	16.00@17.00	17.50@18.00	18.00@19.00	17.00@18.00
16 lb. over .....	15.00@16.00	16.00@17.00	16.00@17.00	.....@.....
<b>SHOULDERS:</b>				
Plain .....	.....@.....	.....@.....	.....@.....	.....@.....
Skinned .....	11.50@12.50	.....@.....	12.00@13.00	12.00@13.00
<b>PICNICS:</b>				
4-6 lb. average .....	13.50@14.00	14.00@15.00	.....@.....	.....@.....
6-8 lb. average .....	13.00@13.50	13.50@14.00	11.00@12.00	.....@.....
<b>BUTTS:</b>				
Boneless .....	.....@.....	.....@.....	.....@.....	.....@.....
Boston style .....	13.50@14.50	.....@.....	14.50@15.00	14.00@15.00

\*Veal prices include "hide on" at Chicago and New York.

## MR. PACKER: Do You Know

## WHY? →

Do you get our Weekly Market Report? If not, advise us. We want to keep you posted, by mail or wire at our expense.

That Kansas City is the **BEST MARKET** in the West to buy your Live Stock?

Because they sell better worth the money than on any other Western market.

Fat grass cattle coming from Texas and Colorado are selling at low prices here. A trial order will prove the truth of our assertion.

For "Service that Satisfies" send that next order to

**SCHWARTZ, BOLEN & Co.**  
**Live Stock Order Buyers**

STOCK YARDS

KANSAS CITY, MISSOURI

demand kosher fores were \$1 higher at Boston.

Receipts of veal were very liberal at all markets, being somewhat in excess of the narrow demand. Early advances were registered at all markets; however, later declines forced prices to the low levels of the previous week's close.

Prices on lamb showed a sharp upward movement at all markets regaining practically the losses made during the previous week. A broader demand and lighter receipts were responsible for this improvement. Uneven gains of from \$4 to \$7 compared with one week ago were registered at all markets.

Comparatively light receipts and a fairly good demand for mutton at all markets resulted in gains of \$1 over the prices prevailing the previous week.

Receipts, of course, were comparatively light, and under a slightly improved demand general advances were shown for the week. Boston advanced \$1 to \$2 on loins, while New York was \$2 to \$4 higher and Philadelphia gained \$3 compared with one week ago.

Boston closed strong on beef, lamb and mutton, weak on veal and pork, a good clearance will be made except a small carry-over of beef, and a forced cleanup of veal. New York closed stronger on beef, lamb, mutton and pork and weak on veal. Excepting a small carry-over on beef and veal, stocks will be cleaned up. Philadelphia generally steady on classes, except veal. There will probably be some veal carried over, other classes being cleaned up.

### FOREIGN EXCHANGE SITUATION.

(Editor's Note.—This statement is prepared weekly by the Institute of American Meat Packers from information obtained from The Merchants Loan & Trust Company, Chicago, Illinois.)

Country—Monetary Unit	Par value in U. S. Money.	Unit value on July 7.
Austria—Krone	\$0.203	.00165
Belgium—Franc	.193	.0786
Czecho-Slovakia—Krone	*	.0134
Denmark—Krone	.268	.1675
Finland—Finnmark	.193	.0175
France—Franc	.193	.0706
Germany—Mark	.238	.013275
Great Britain—Pound	4.866	3.71
Greece—Drachma	.193	.057
Italy—Lira	.193	.0482
Japan—Yen	.408	.485
Jugo-Slavia—Krone	*	.0067
Netherlands—Florin	.402	.3268
Norway—Krone	.268	.1415
Poland—Polish Mark	*	.00055
Roumania—Leu	.193	.01485
Russia—Rouble	.515	.....
Serbia—Dinar	.193	.027
Spain—Peseta	.193	.1277
Sweden—Krona	.268	.2175
Switzerland—Franc	.193	.1676
Turkey—Turkish Pound	4.40	.....

\* No par of exchange has been determined upon and will probably not be fixed until after the Allies have decided upon all of the requirements from those countries.

**LIONEL M. LEVINE**  
**CONSULTING ENGINEER**

**PACKING PLANTS—REFRIGERATION  
PLANS AND SUPERVISION**

**29 BROADWAY NEW YORK**

## One or Two?



Whether it is better to use two sheets of ordinary meat wrapping paper just because Grand Dad did it that way or cut loose from wasteful, moss-grown methods and use one good sheet—that's the question.

KVP Blood Proof—Saves Paper  
—Does not absorb meat juices—  
Does not go to pieces—Means  
Customer Satisfaction.

You can't beat it!



Kalamazoo Vegetable Parchment Co.  
Kalamazoo, Michigan, U. S. A.

## "PARAMOUNT BRAND"

(U.S. INSPECTED AND APPROVED)

# Meat Branding Ink

WARRANTED UNADULTERATED

MANUFACTURED BY

**JOHNSON & HENDERSON, Inc.**  
**BALTIMORE, MD.**

In the manufacture of "Paramount" Meat Branding Ink we use only the very finest edible products obtainable, conforming with every regulation of the Bureau of Animal Industry.

This high grade product is penetrative, dries instantly of good substantial body, brilliant and permanent. Purple Color.

REPRESENTED BY

**EDWIN C. PRICE COMPANY**  
**CHICAGO, ILLINOIS** **KANSAS CITY, MO.**

# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, ordinary to prime.....	7.90@ 9.25
Cows, common to choice.....	1.75@ 6.75
Bulls, common to choice.....	4.50@ 6.60
Heifers, mixed.....	@

## LIVE CALVES.

Calves, veals, prime, per 100 lbs.....	12.25@12.50
Calves, veals, culls, per 100 lbs.....	7.00@ 8.50
Calves, common to medium.....	9.00@ 8.50

## LIVE SHEEP AND LAMBS.

Spring lambs, 100 lbs., prime.....	13.00@13.50
Sheep, ewes, 100 lbs.....	4.75@ 5.00
Sheep, common to good, per 100 lbs.....	2.50@ 4.00
Sheep, culls, per 100 lbs.....	1.50@ 2.00

## LIVE HOGS.

Hogs, heavy.....	@10.00
Hogs, medium.....	@10.50
Hogs, 140 lbs.....	@10.50
Pigs, under 70 lbs.....	@10.50
Rough.....	6.50@ 7.00

## DRESSED BEEF.

### CITY DRESSED.

Choice native, heavy.....	@18
Choice native, light.....	@17
Native, common to fair.....	@16

### WESTERN DRESSED BEEF.

Good, native, heavy.....	@15½
Choice, native, light.....	@16½
Native, common to good.....	@14½
Choice, Western, heavy.....	@14½
Choice, Western, light.....	@14½
Common to fair, Texas.....	@12
Good to choice heifers.....	@15
Common to fair heifers.....	@14½
Choice cows.....	@13
Common to fair cows.....	@11
Fresh bologna bulls.....	@ 9

## BEEF CUTS.

	Western.	City.
No. 1 ribs.....	@20	@23
No. 2 ribs.....	@15	@23
No. 3 ribs.....	@12	@21
No. 1 loins.....	@27	@32
No. 2 loins.....	@19	@29
No. 3 loins.....	@13	@25
No. 1 hinds and ribs.....	@23	@26
No. 2 hinds and ribs.....	@20	@23
No. 3 hinds and ribs.....	@19	@22
No. 1 rounds.....	@16	@18
No. 2 rounds.....	@13	@17
No. 3 rounds.....	@11	@16
No. 1 chucks.....	7 @ 8	@ 8
No. 2 chucks.....	6 @ 7	@ 7
No. 3 chucks.....	4 @ 5	@ 5

## DRESSED CALVES.

Veals, city dressed, good to prime, per lb.....	@30
Veals, country dressed, per lb.....	@23
Western calves, choice.....	@19
Western calves, fair to good.....	@18
Grassers and buttermilks.....	@14

## DRESSED HOGS.

Hogs, heavy.....	@14
Hogs, 180 lbs.....	@14½
Hogs, 160 lbs.....	@14½
Hogs, 140 lbs.....	@14½
Pigs.....	@14½

## DRESSED SHEEP AND LAMBS.

Lambs, choice, spring.....	@26
Lambs, choice.....	@29
Sheep, choice.....	@15
Sheep, medium to good.....	@13
Sheep, culls.....	@11

## PROVISIONS.

(Jobbing Trade.)

Smoked hams, 10 lbs. avg.....	@30
Smoked hams, 12@14 lbs. avg.....	@28
Smoked hams, light.....	@18
Smoked picnic, heavy.....	@17
Smoked shoulders.....	@19
Smoked beef tongue, per lb.....	@40
Smoked bacon (rib in).....	@24
Dried beef sets.....	@45
Pickled bellies, heavy.....	@17

## FRESH PORK CUTS.

Fresh pork loins, Western.....	@24
Frozen pork loins.....	@24
Fresh pork tenderloins.....	@50
Frozen pork tenderloins.....	@50
Shoulders, city.....	@15
Shoulders, Western.....	@15
Butts, regular Western.....	@17
Butts, regular, fresh city.....	@17
Butts, boneless, Western.....	@22
Fresh hams, city.....	@17
Fresh picnic hams, Western.....	@13
Extra lean pork trimmings.....	@16

## BONES, HOOFS AND HORNS.

Round shin bones, avg., 48 to 50 lbs., per 100 pcs.....	80.00@100.00
Flat shin bones, avg., 40 to 45 lbs., per 100 pcs.....	70.00@ 80.00
Black hoofs, per ton.....	40.00@ 50.00
Striped hoofs, per ton.....	40.00@ 50.00
White hoofs, per ton.....	70.00@ 85.00
Thigh bones, avg. 85 to 90 lbs., per 100 pcs.....	90.00@100.00
Horns, avg. 7½ os. and over, No. 1s.....	225.00@275.00
Horns, avg. 7½ os. and over, No. 2s.....	175.00@200.00
Horns, avg. 7½ os. and over, No. 3s.....	100.00@150.00

## BUTCHERS' SUNDRIES.

Fresh steer tongues, L.C., trm'd.....	@41c.	a pound
Fresh steer tongues, untrimmed.....	@40c.	a pound
Calves heads, scalded.....	@65c.	a piece
Sweetbreads, veal.....	@75c.	a pair
Sweetbreads, beef.....	@60c.	a pound
Beef kidneys.....	@18c.	a pound
Mutton kidneys.....	@15c.	a pound
Livers, beef.....	@13c.	a pound
Oxtails.....	@9c.	a pound
Hearts, beef.....	@5c.	a pound
Rolls, beef.....	@22½c.	a pound
Tenderloin beef, Western.....	@50c.	a pound
Lambs' fries.....	@9c.	a pair

## BUTCHER'S FAT.

Ordinary shop fat.....	@ 1
Suet, fresh and heavy.....	@ 3
Shop bones, per cwt.....	@15

## SAUSAGE CASINGS.

Sheep, imp., wide, per bundle.....	@2.00
Sheep, imp., medium wide, per bundle.....	@1.65
Sheep, imp., medium, per bundle.....	@1.25
Sheep, imp., narrow, per bundle.....	@.75
Hog, free of salt, tcs. or bbls., per lb., f. o. b. New York.....	@1.40
Hog, extra narrow, selected, per lb.....	@1.75
Hog middles.....	@20
Hog bungs.....	@15
Hog bungs, export.....	@23
Beef rounds, domestic, per set, f. o. b. New York.....	@30
Beef rounds, export, per set, f. o. b. New York.....	@37
Beef bungs, f. o. b. New York.....	@24
Beef middles, per set, f. o. b. New York.....	@65
Beef, weasands, No. 1s, each.....	@12
Beef bladders, small, per doz.....	@1.50
Beef, weasands, No. 2s, each.....	@ 6

## SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	17	20
Pepper, Sing., black.....	10	13
Pepper, red.....	28	32
Allspice.....	5½	8½
Cinnamon.....	12	16
Coriander.....	6	9
Cloves.....	20	25
Ginger.....	10	13
Mace.....	38	41

## CURING MATERIALS.

	Bbls.	Dbls. bags.
Refined saltpetre, granulated.....	9%	9%
Refined saltpetre, small crystals.....	10%	10%
Refined nitrate soda, C. L., gran.....	5%	5%
Refined nitrate soda, L. C. L., gran.....	5%	5%
Refined nitrate soda, C. L., crystal.....	6	5%
Refined nitrate soda, L. C. L., crystal.....	6	6%
Double refined nitrate of soda and saltpetre in kegs, 100 to 180 lbs. net, 1c over above prices.		

## GREEN CALFSKINS.

	5-9 9½-12¼	12½-14	14-18	18 lbs. up.
Prime No. 1 veals.....	20	2.00	2.15	2.55
Prime No. 2 veals.....	18	1.80	1.90	2.30
Buttermilk No. 1.....	17	1.75	1.90	2.05
Buttermilk No. 2.....	17	1.75	1.25	2.05
Branded grubby.....	12	1.10	1.25	1.55
No. 3.....	11	1.00	1.15	1.30

## DRESSED POULTRY.

### FRESH KILLED.

Fowls—Fresh—dry packed, milk fed—12 to box.	
Western, 60 lbs. and over to dozen, lb.....	@35
Western, 48 to 58 lbs. to dozen, lb.....	@34
Western, 43 to 47 lbs. to dozen, lb.....	@33
Western, 36 to 42 lbs. to dozen, lb.....	@28
Western, 30 to 35 lbs. to dozen, lb.....	@24
Western, under 30 lbs. to dozen, lb.....	@23
Fowls—Fresh—dry packed, corn fed—12 to box.	
Western, 60 lbs. and over to dozen, lb.....	@34
Western, 48 to 58 lbs. to dozen, lb.....	@32
Western, 43 to 47 lbs. to dozen, lb.....	@30
Western, 36 to 42 lbs. to dozen, lb.....	@26
Western, 30 to 35 lbs. to dozen, lb.....	@23
Western, under 30 lbs. to dozen, lb.....	@22

Fowls—Fresh—Dry Packed—Barrels.	
Western, dry picked, 5 lbs. and over, lb.....	@33
Western, dry picked, 4½ lbs. each, lb.....	@33
Western, dry picked, 4 lbs. each, lb.....	@33
Western, dry picked, 3½ lbs. each, lb.....	@28
Western, dry picked, 3 lbs. and under, lb.....	@32

Old Cocks—Fresh—dry packed—boxes or bbls.	
Western, dry picked, boxes.....	@19
Western, scalded, barrels.....	@18

Ducks—	
Long Island Spring, per lb.....	@28
Squabs—	
Prime, white, 10 lbs. to doz., doz.....	@ 8.00
Prime, white, 9 lbs. to doz., doz.....	@ 7.00
Prime, white, 8 lbs. to doz., doz.....	@ 6.00
Prime, white, 7 lbs. to doz., doz.....	@ 5.00
Prime, white, 6 to 6½ lbs. to doz.....	3.50@ 4.00
Culls, per dozen.....	1.50@2.00

## LIVE POULTRY.

Fowls, via express, colored.....	@30
Broilers, spring, colored, via express.....	@40
Old roosters.....	@16
Turkeys, via express.....	@
Ducks, via express.....	@28
Geese, via express.....	@13
Pigeons, per pair.....	@60
Guineas, per pair.....	@90

## BUTTER.

Creamery (92 score).....	@36
Creamery (higher scoring lots).....	36½@37
Creamery firsts.....	@35½
Creamery seconds.....	@33
Creamery lower grades.....	@—

## EGGS.

Fresh gathered, extras, per dozen.....	@37
Fresh gathered, extra firsts.....	@35
Fresh gathered, firsts.....	@33
Fresh gathered, second and poorer.....	@26
Fresh gathered, checks, fair to choice, dry.....	21½@23½
Fresh gathered, dirties, No. 1.....	@25½

## FERTILIZER MARKETS.

### BASIS NEW YORK DELIVERY.

Bone meal, steamed 3 and 50, per ton.....	@30.00
Bone meal, raw, per ton.....	30.00@32.50
Dried blood, high grade.....	2.75@ 3.00
Nitrate of soda—spot.....	@ 2.50
Bone black, discard, sugar house del. New York.....	nom.20.00@25.00
Ground tankage, N. Y., 9 to 12 per cent ammonia.....	2.20@2.25 and 10c
Fish scrap, dried, 11 per cent ammonia and 15 per cent bone phosphate, delivered, Baltimore.....	3.50 and 10c
Foreign fish guano, testing 13@14 per cent ammonia and about 10 per cent B. Phos. lime.....	3.25 and 10c
Wet, acidulated, 7 per cent ammonia per ton, f.o.b. factory (35c. per unit available phos. acid).....	@.....
Sulphate ammonia, for shipment, per 100 lbs. guar., 25 per cent, in bags.....	2.25@ 2.50
Muriate of potash, 80/85%, per unit K <sub>2</sub> O.....	@.90
Sulphate of potash, 90/95%, per unit K <sub>2</sub> O.....	@ 1.35



